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Coachmart

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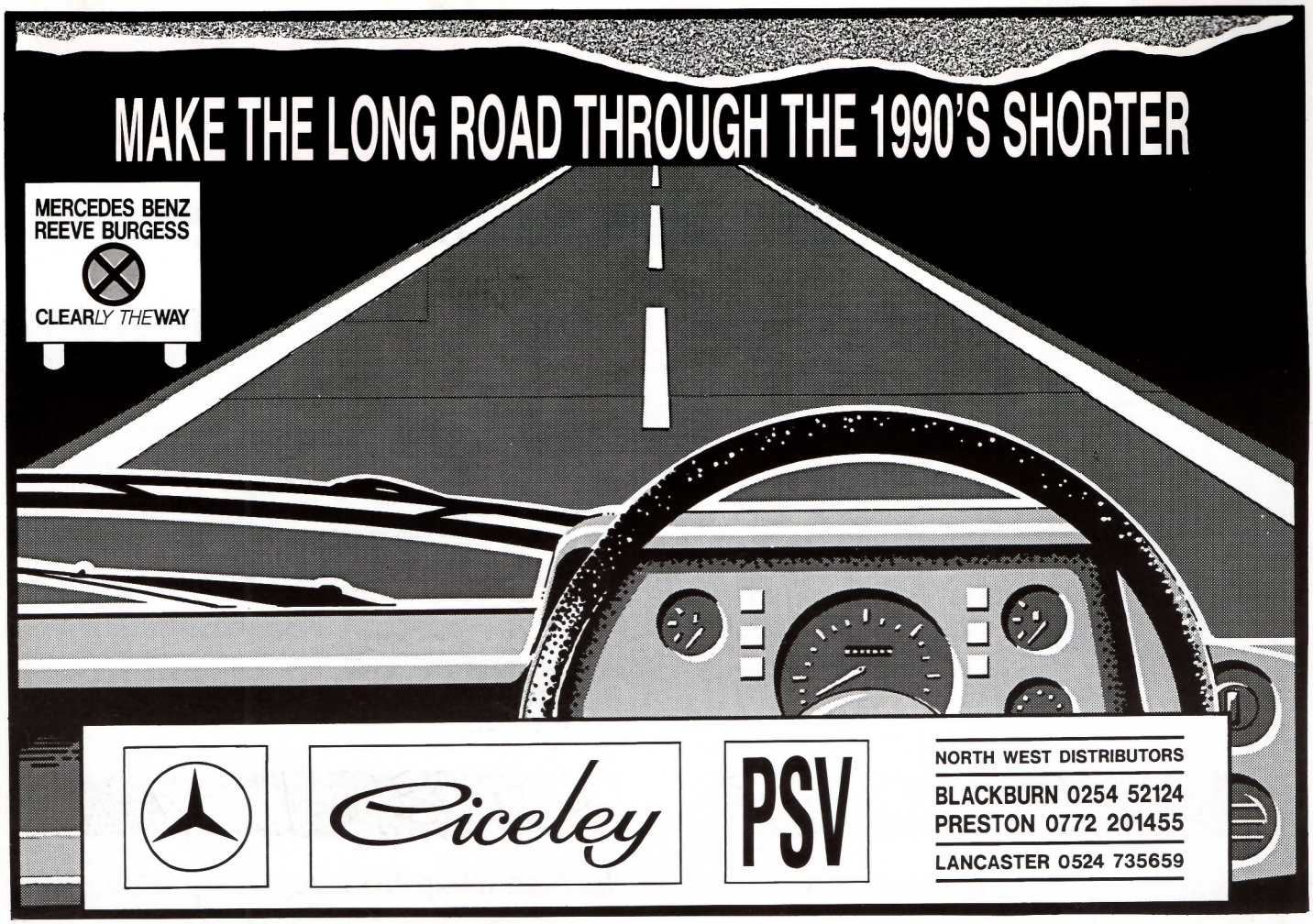

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VOLVO

1987 B10M CAETANO ALGARVE H.NDH 12M, 51/53 recliners, Brown/beige moquette, power door, courier seat, curtains, berth, continental door, demountable rear toilet, Webasto, AIR-CONDITIONING, wired T.V. + video, white/yellow/blue/brown.

1987 (AUGUST) B10M GL PLAXTON PARAMOUNT 3500 12M, 49/53 recliners, power door, centre sunken demountable toilet, continental door, aircraft lockers, white/blue.

1986 B10M PLAXTON PARAMOUNT 3500 12M, 49 recliners, Grey/red moquette, rear o/s sunken toilet, wiring T.V. + video, white/blue reliefs.

LEYLAND

1987 TIGER 245 PLAXTON PARAMOUNT 3200, 12M, 57 str., Autumn tint moquette, power door, side lockers, automatic lubrication, white/brown.

1984 TIGER 245 PLAXTON PARAMOUNT 3500 12M, 50 recliners, courier, power entrance door, double glazing, brown stripe moquette, white/red/grey.

1984 TIGER 245 PLAXTON PARAMOUNT 3200 12M, 53 recliners, Brown stripe moquette, power entrance door, white/red/grey.

DAF

1987 DKVL PLAXTON PARAMOUNT 3500, 51 recliners, Beige/orange/red moquette, rear sunken toilet, continental door, drinks machine, courier seat, curtains, tinted side windows, TELMA retarder, white/blue/orange.

1985 (OCTOBER) SB2300 DHS LAG GALAXY 12M, 49 recliners, Beige/brown moquette, toilet at o/s/r, courier seat, Webasto heating, coffee machine, carpets, T.V. + video, white/green/black.

1984 MB200 DKFL CAETANO ALGARVE 12M, 50 recliners, toilet, berth, servery incl. fridge/water boiler, curtains, carpets, wired T.V. + video, red moquette, white/red/blue reliefs.

SCANIA

1984 (AUGUST) K112 JONCKHEERE JUBILEE P599 12M, 51 recliners, Grey/orange moquette, centre sunken toilet, driver's berth, TELMA retarder, wiring T.V. + video, water boiler, power entrance door, white + primrose/brown reliefs.

DENNIS

1989 JAVELIN DUPLE 320 11M, 53 str., Brown/orange moquette, power entrance door, tinted side windows, white/orange/blue.

BOVA

1987 (OCTOBER) FUTURA FHD 12.290 Integral 12M, TELMA retarder, centre sunken fixed toilet, continental door, 49 recliners, driver's berth, coolbox, water boiler, Webasto heating, wired T.V. + video, Duo grey/red moquette, all white.

1985 FUTURA FHD 12.280 Integral 12M, 49/53 recliners, Red/grey moquette, centre sunken demountable toilet, T.V. + video, Webasto heating, white/duo brown reliefs.

1984 FUTURA FLD 12.280 (LOWLINE) Integral 12M, 49/53 recliners, Grey/red moquette, centre sunken demountable toilet, continental door, Webasto, water boiler, white/blue/orange.

1984 FUTURA FHD 12.280 Integral 12M, 49 recliners, Beige/orange/red moquette, n/s/r, floor mounted toilet, coffee machine, T.V. + video, carpets, white/green/black.

1984 EUROPA III Integral 12M, 49 str., Beige/fawn/orange moquette, centre sunken o/s toilet, continental door, 2 - T.V. monitors/video equipment, drinks machine, Webasto heating, courier seat, carpets, power door, wheel trims, all white.

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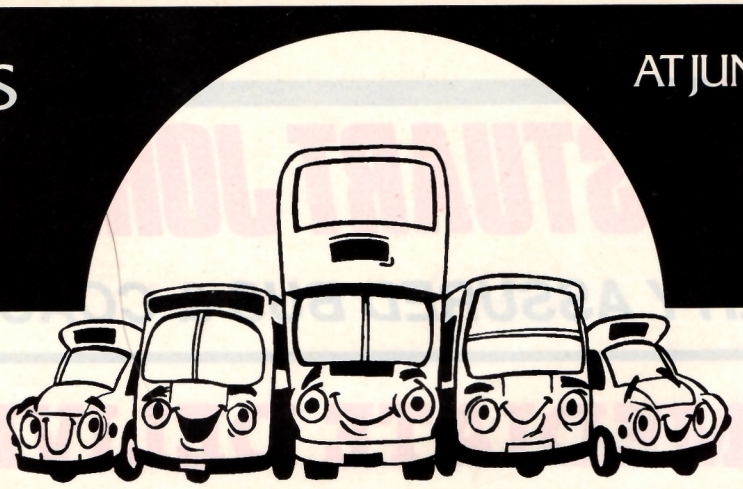

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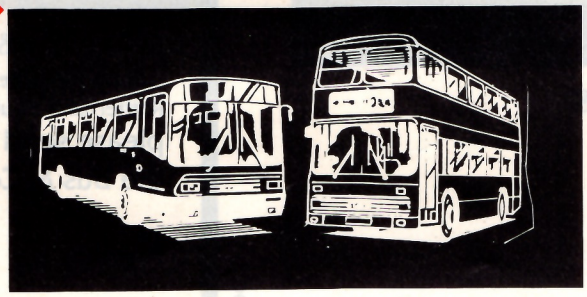

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WMT's Lynx problems resolved

TEETHING PROBLEMS with 155 Leyland Lynx single-deck service buses, out of an order of 250 for West Midlands Travel, have resulted in modifications to the original specification being carried out.

Problems believed to be associated with tank pressures on vehicle fuel supply, windscreens becoming displaced and unspecified problems with radiators are currently being solved by VL at Leyland's Workington plant.

The remaining 95 new buses, which are complete or under construction, are undergoing changes prior to delivery. Those already in service are currently being modified in what a WMT spokesman described as a 'fluid situation.'

But the spokesman added: 'We have had a very favourable passenger response to the Leyland Lynx since we have introduced the vehicle into our local bus service network. The teething problems, which VL are sorting out, have been a minor irritation when compared to the initial reception.'

According to Peter Hilton, general service manager with VL Bus and Coach: 'Any temporary difficulties we have experienced have been overcome and the full extensive resources of VL's service department are there to ensure a high quality final product to customers' satisfaction.'

Guide Friday sets its sights on expansion

GUIDE FRIDAY, the Stratford-based 'heritage cities and towns' sightseeing specialist, is expanding its national coverage this year.

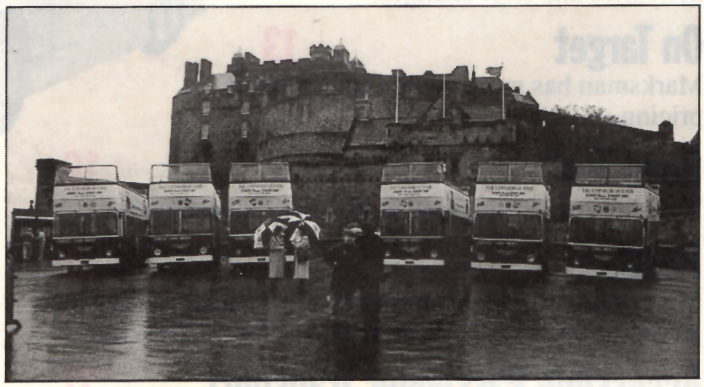
Currently using a fleet of approximately 50 mainly open-topped Daimler Fleetline and Leyland Atlantean double-deckers, the Guide Friday fleet will expand to 80 vehicles by midsummer this year.

The company already operates sightseeing services in Oxford, Cambridge, Stratford, Bath, York and Edinburgh and is expanding its national network to take in Windsor and Canterbury this Easter followed by Salisbury and Windermere in May and Portsmouth in June.

Guide Friday uses its own vehicles, apart from in Bath, where it operates in association with Badgerline and Salisbury, where Wilts & Dorset will run a sightseeing service to Stonehenge.

In Oxford it uses Oxford City Bus garage facilities; its own premises in Cambridge and Stratford; in York with York City & District and with Eastern Scottish in Edinburgh.

According to Guide Friday's operations director Richard Leadbeater: 'We will be using facilities provided by London Country North West for the Windsor service, by East Kent for Canterbury, Wilts & Dorset for Salisbury and Peoples Provincial for Portsmouth.'



Sunnier times ahead for Guide Friday?

In Windermere, Mountain Goat ran one open-top Daimler Fleetline last year which will be integrated with the Guide Friday service and Goat will be providing a base for the Windermere operation.

The company markets its services from tourism centres at railway stations with guides and commentaries. Customers are able to purchase one ticket for the whole day and can get on or off at any point or place of interest during the tour, restarting the tour later.

Leadbeater said: 'A different sort of passenger uses the Guide Friday service, mainly incoming and British tourists using the rail network. With our day-long ticket, customers can visit places of interest or take a break for lunch and still be able to take in the rest of the city tour.'

Ben's new role

UNITED Counties commercial manager Ben Colson has been given additional responsibility within the Stagecoach Holdings group, particularly on matters concerning commercial networking and route profitability.

He also reports to the main board on business development projects.

Edith to the rescue!

A South Wales bus company has a novel solution to repairing vandalised bus and coach seats on their fleet of vehicles...they call in Edith. Spritely pensioner Edith Berg of Barry has expanded her hobby of dressmaking and taken to running repairs on the services run by Thomas Motor Services (Barry) Ltd

She said:'I first got involved when the depot manager asked me to repair his car seat covers and I must have done a good job as he asked me to repair some of the bus seats.

'The most difficult part of the job sometimes is threading the needle when the bus is moving!

'We attend to any graffiti and vandalism immediately,' said Chris Chick depot manager.' Although thank goodness, vandalism is not an enormous problem for us, a vandalised seat, if left unrepaired, can become a major job. It's ideal for us to pop Edith on the bus, and get the job done with the vehicle still in service'.

Edith refuses payment for her work but says Chris: 'We invite Edith to travel on the excursions we run whenever we can, as a small thankyou.'

Murray for N. Counties

IAN MURRAY, currently sales manager with Walter Alexanders, has been appointed sales manager for Wigan bodybuilder Northern Counties. He will replace Alan Metcalfe who left the company recently to take a similar job with Phoenix International.

LATE NEWS AND NOSTALGIA CORNER ON PAGE 82

COACHMART Says

Don't waste time - fit speed limiters now

HAVE you fitted speed limiters in your coaches?

If they were first used after April 1, 1984 and are capable of exceeding 70mph, then they must have a speed limiter fitted by April 1. Whatever else you read about that date, this is no April Fool.

And any vehicle first used between April 1, 1974 and March 31, 1984 must be similarly equipped by April 1 next year.

From what the speed limiter companies tell us, many operators are ignoring the deadline in the hope that they can save the expense and run illegally without being found out.

Apparently, they will get around the annual test procedure by trying to insist that their coach is incapable of exceeding 70mph.

They may put off the evil day, but they could be making it far more evil, for the police can be expected to go looking for speeding coaches after next week and will almost certainly want to prosecute where a coach has not been fitted with a speed limiter.

If they find a coach is exceeding the speed limit and that it has not been fitted with a speed limiter, then there will be no point in trying to persuade anyone that your coach is incapable of running faster than 70mph.

If you are found guilty, then not only is there a fine. You have attracted a black mark which could put your operator's licence at risk.

Is that really worth the price of saving on a speed limiter? The bad publicity, the image of running recklessly fast coaches?

And you are probably denying yourself the saving in fuel which often arises from fitting speed limiters. On some calculations, last week's 9p per gallon duty increase could be recovered by fitting a speed limiter.

Be legal and do yourself a favour by not putting off this decision by another day.

Midibus is revamped

OPTARE has relaunched the short wheelbase Metrorider midibus with a heavier duty rear axle.

Since it acquired the Metrorider design from MCW last year, Optare has concentrated on redesigning and restarting production of the long wheelbase 33-seat version.

The first 25-seater is now on demonstration and 15 are being built for City of Oxford.

The main change is the replacement of the GKN 10HA rear axle and drum brakes with the 18HA axle and disc brakes already fitted in the 33-seater. This was a major weakness of the 25-seat version, particularly in harsher operating conditions.

GKN no longer offers the 10HA and Optare is going to offer a conversion kit to existing Metrorider users to put 18HA axles into their vehicles in exchange for the 10HAs which, in turn, will be reconditioned for use by operators who do not wish to upgrade their vehicles.

The 25-seater shares the structural and styling changes introduced when Optare relaunched the Metrorider at the Coach & Bus show last October.

[] Optare will deliver its 100th Delta-bodied DAF SB220 bus to Blackpool Transport next month. It is one of eight for the company, all fitted with Dutch-manufactured Emsta coach seats for private hire work; four have five-speed ZF gearboxes.

British Airways is buying three three-door 40-seat Deltas for airside work at Heathrow airport.

Ensign flies the flag with Dennis

ENSIGN Bus has ordered 24 Dennis Dominators with Northern Counties dual-door bodywork for use on London Regional Transport services.

The Dominators will have the Ensign standard Gardner/Voith drive line. They will replace Leyland Atlanteans and 13 G reg Cummins/ZF single-door Olympians. Northern Counties bodied four of the Olympians for the London Pride sightseeing fleet. Although one will be retained short term, Ensign is currently converting the first of six MCW Metroliners to open-top. Four former North Western vehicles with 89 seats will be in service for Easter.

Ensign claims to be the largest independent bus operator in London.

New service for Swaffham

SWAFFHAM in Norfolk is to have a new circular minibus service which will be operated by Freedom Travel.

Gillian Shephard MP will launch the hail-and-ride service which starts on April 9.

Freedom Travel, based in the town in Station Street, will be using two Talbot triaxle 22-seat midibuses for the circular route in and around Swaffham. The Talbots will run a Monday to Saturday service, with a two hour service into the town centre from the outlying estates and a three hour frequency from the villages of South and North Pickenham, Holme Hale and Necton.

Freedom Travel proprietors Gwen and Barrie Constance said: 'We hope people in Swaffham will will soon get to know us as a reliable operator as it is our intention to provide a quality service which we intend to build on in the future.'

A contribution to start up costs was made by the Rural Development Commission's Rural Transport Development Fund.

Whoops!

IN our report of VL's acquisition of the Yeates dealership, we stated incorrectly that Ian Soden was Yeates's former managing director. He was sales director.

On the move

PLAXTON is moving the former Arlington coach and bus dealership next week to the Plaxton Duple Parts and Service site at Ware.

It will open the Plaxton Sales operation there from April 1, with sales manager Roger Phillips and his team of eight salesmen being responsible for sales of around 30 new and used coaches kept there.

The Ware site also handles parts for Plaxton and Reeve Burgess bodies and can undertake accident and repair work.

A capital guide

THE London Tourist Board and the Metropolitan Police have produced the 1990 edition of their guide to Central London coach parks.

Copies of the guide are being sent to operators, but additional copies are available from Sgt Bob Pilbeam, Metropolitan Police Coach Advisory Service, TO.14 Branch, Room 309, Tintagel House, Albert Embankment, London SE1 7TT.

Drivers win awards as Armchair expands

TWO Armchair Passenger Transport drivers have won international awards for their high driving standards - as the Brentford-based company expands its coach operation and diversifies into local bus work.

Drivers Peter Doe and Malcolm Pavitt were presented with the International Road Transport Union's Diplomas of Honour by Bus and Coach Council president Alan Westwell at Great Fosters in Egham.

To be awarded the diploma, both drivers had to have been driving for at least 20 years, 15 on international operations, to the complete satisfaction of their employers. During this time they were required to have driven at least 1,000,000km on international coach operation and not have violated customs, traffic or administrative regulations during the last five years.

Peter Doe, who has been driving on continental work since 1962, is 65 and has 36 years driving experience under his belt. Malcolm Pavitt has driven in international coaching since 1975, when he finished driving and maintaining coaches on the Channel Islands.

Pictured at a presentation of the IRU Diploma of Honour are (left to right): Armchair MD Simon Newman, driver Peter Doe, driver Malcolm Pavitt and BCC president Alan Westwell.

Armchair managing director and former BCC president Simon Newman said of the Geneva-based IRU award: 'It means Britain is one of the few countries to have two drivers qualify in the same year. The award has been well-earned and reflects the skill and professionalism of both men.'

With the bulk of its £2.5 million turnover from incoming tourists from North America and the Far East, Armchair has won a London Regional Transport tender. It is for route 260, starting on June 23, runnning from North Finchley to Shepherd's Bush.

The LRT route has a peak vehicle requirement of 14 and all vehicles must be less than seven years old. Armchair is using 12 new Leyland Olympian deckers on the route.

Saying that coaching would remain the company's core business, Newman added: 'This LRT tender broadens our activities and being a bottom line tender with all revenue handed over it has been costed for its underlying profit, not for its cash flow or revenue base.'

Armchair's four year-old commuter coach operation has also expanded and now includes a link from Bracknell to London added at the end of March.

Its touring subsidiary, Armchair Tours, has carried 3,500 people on its first year of operation, improving utilisation of the company's 40-strong coach fleet.

For the expansion, Armchair will be taking delivery of four new Leyalnd Tigers and three new Volvo R9Ms. This year marks the biggest annual vehicle investment in Armchair's 29-year history - with a total investment of £1.8 million.

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A case for celebration

JIM Sumner from Bennetts Coach Company, near Newbury, has won a case of sherry for being winner of the Watercress Line's 1989 coach drivers' prize draw.

The draw is open to all drivers taking parties to the preserved steam railway at Alresford, Hampshire.

'This has come at just the right time for me,' said Jim. 'My daughter is getting married soon and this sherry will slip down a treat at the reception.'

He received the prize from Watercress marketing officer Judith James.

Computers will soon be on board

BRITISH coach and bus operators will be able to fit on-board computer systems in their vehicles from September this year.

Lucas Kienzle, the tachograph and speed limiter sales company, is conducting trials with German Mannesmann Kienzle in-cab computers in a few trucks in Britain and will extend the trials before a full launch, probably at the Motor Show in September.

The computers will work, in conjunction with tachographs, to provide drivers' hours information and to monitor such things as component use or vehicle performance.

Two types of machine will be available. For £1,500 per vehicle, there will be a mobile terminal which can be activated by the driver and which will give him the information needed on hours or schedules.

A less expensive black box system, costing between £500 and £900, may be fixed in the vehicle. It gives no visual information to the driver, but can be used to monitor information on such items as door openings and closings or engine wear.

Lucas Kienzle marketing manager Dino Mercurio says it will also be possible to link the system with Wayfarer ticket machines to enhance statistical information collected by the operator.

Midland Scottish to go under the hammer

MIDLAND Scottish is the second of the Scottish Bus Group's companies to be sold under the privatisation plan.

The delay in selling express coach firm Scottish Citylink - highlighted three weeks ago in *Coachmart* - has left SBG to pick another firm so that it can keep up with the sell-off programme, itself reckoned to be eight months later than expected.

Midland is a major operator in central Scotland, Argyll and West Lothian with 279 vehicles - many showing signs of age - including 60-plus double-deck buses, 100 single-decks, around 100 coaches run under the Bluebird banner and a handful of minibuses and minicoaches.

Midland employs 772 staff and owns depots at Alloa, Balfron, Bannockburn, Falkirk, Linlithgow and Oban. Turnover for the year ended December '89 was £14.4 million to produce a net profit of £1.1 million. It carried around 25.5million passengers last year.

A large number of parties will be interested in Midland Scottish, not least of which will be the management/employee buyout scheme. Managing director Jim Begg leads this team of nine senior managers, who will contribute about 32 percent, while employees and financial institutions will hold the rest. The scheme is union backed.

Stagecoach will be making bids for all of the SBG companies as their sale is announced and it will be up against bids from most of the major operators thanks to Midland's profitability.

Major interests, including SBG companies, have been critical of the time being allowed for registering indicative bids. They say the three weeks given to Lowland is excessive and only serves to delay the sale further, with the possibility of devaluing the company in the process. A spokesman for SBG said he felt three weeks was a reasonable time for interested parties to examine the £100-plus information memorandum, contents of which are protected by a confidentiality clause.

Lowland Scottish indicative bids are still being filed - this closes on April 6 - and SBG remains tight-lipped about the number of bids so far received. Industry sources suggest the time being allowed for response might suggest lower-than-expected interest.

Survival plan is announced

Northern Counties, the bus builder currently owned by Greater Manchester Passenger Transport Executive, is to receive a £3 million cash injection.

Greater Manchester Passenger Transport Authority has drafted a 'survival plan' for the Wigan-based builder, encompassing an overhaul of the company's structure and working practices. Although it involves redundancies, it is being backed by the workforce as well as the management - the troubled firm has been trading at a loss and has incurred substantial debts in the current financial year.

The plan involves a reorganisation of the company's staff structure, matching labour with its projected output; the distribution of employee shares; training shop stewards in 'time and motion' techniques and voluntary redundancy arrangements. The PTA claims implementation of the plan will result in savings of approximately £1.2 million.

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CRYSTALS OWN CONVERSIONS

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MERCEDES 609D, 20/26 coach seats on tracking, full luxury spec available, Feb. **£27,750.**

LEYLAND DAF 400 SERIES, diesel, 5 speed, 16 high back moquette seats, high roof, radio/cassette, 4 speakers, 4 soft trim luggage racks, saloon heater, quad vent, tinted windows. **£16,950.**

TRANSIT DIESEL 16 seater low back moquette seats, radio cassette, saloon heater, quad vents. **£15,575.**

TRANSIT COACHBUILT, 20 moq seats, full luxury spec, available January. Please ring for full spec. **£23,750.**

CITROEN C25, diesel, 12 moquette seats, soft trim, radio. **£9,950.**

1986 (C) 608D, 23 high back seats, deep boot, Bristol dome, annual Sept '90. **£16,750.**

1985 MERC 608D, power door, 19 Vogel moquette seats, Bristol dome, annual Sept. **£12,750.**

1986 (C) 307D, 12 moquette seats, hi-spec throughout, annual March 1990. **£10,250.**

1986 (D) FREIGHT ROVER + 5 standees, power door, service bus.

1988 (E) FREIGHT ROVER, derv, 16 seater, high spec Crystal conversion. **£13,750.**

1985 (B) FORD TRANSIT 2.5, DI, 12 seater, annual Oct 1990. **£5,950.**

1987 FREIGHT ROVER, derv, 18 moquette bus seats, full soft trim, annual July 1990. **£10,950.**

1984(B) TRANSIT DIESEL, overdrive, 16 high back moquette seats, hi-spec. **£8,250.**

1984 MERCS 310, petrol, 8 seats plus driver, new conversion, 40,000 miles only, MoT 1 year (ideal for taxi/airport work). **£3,750.**

1982 (Y) TRANSIT, 16 seater, 1 year annual. **£5,350.**

1980 (V), TRANSIT, 16 seater, petrol, annual Feb 1991, all tidy. **£3,500.**

1988 TALBOT TURBO DIESEL, Crystals high-spec conversion, 1 year annual. **£9,950.**

Ex-demo un-reg, Freight Rover 200 petrol, very high spec conversion, including head-rest, reading light, mahogany wood capings, seat tracking £9,950

1987 (D) TALBOT DIESEL Crystals, high spec, 14 seater. **£8,500.**

1987 (E) FREIGHT ROVER, derv, 16 seater, high spec, CD conversion, annual July 1990. **£12,450.**

1984 IVECO, 12 seater, petrol, 2 tables, annual Sept '90. **£4,750.**

THIS WEEK

1983 (Y) TRANSIT, 12 seater, petrol, new engine, annual Sept 1990. **£3,250.**

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MAN for Manchester

Having successfully operated MAN SR 280s in the past, Mostonian Coaches of Manchester has taken delivery of this new MAN 16/290 Jonckeere Deauville.

Finished in a lustrous pearl white with contrasting silver signwriting, the 51 seat coach features reclining seats, double glazing and centre toilet.

Kelly's eye new coach

West Durham Coach Sales Ltd has recently supplied this Caetano Optimo to Kelly's Coaches, Leeds.

The 21 seat Toyota powered coach is to GL specification.

New coach bliss for Biss

Photographed is the latest coach to join the fleet of Biss Brothers Coaches of Spellbrook, near Bishops Stortford, Hertfordshire.

Supplied by Arlington Motors, the vehicle is a Mercedes Benz OM 422 290 bhp powered 49 seat Van Hool Alicron. With reclining seats, toilet, coffee machine and video, the coach joins a predominantly Mercedes-Benz fleet.

Applebys increases its Scarborough fares

Applebys, the Lincolnshire and Humberside operator, is to double its presence on the Scarborough sea front service with this and two other recently purchased open-top double deckers.

Pictured outside Hunmanby Motor Body's after external repaint is the first of two former Southend NCME/Daimler Fleetlines to be prepared for the 1990 season.

A first for APT Travel

Alan Peter Thorn, trading as APT Travel, Rayleigh, has received this Dennis Javelin/Caetano with 53 reclining seats.

It is the first new coach for the fleet and was supplied by Yeates in a white base livery with duo rose pink bands.

JONCKHEERE

NEW JONCKHEERE DEAUVILLES FOR EARLY DELIVERY

M.A.N 16/290 JONCKHEERE DEAUVILLE

Including: Integral Telma retarder, anti-lock braking system, 51 Vogel 3000 reclining seats, centre sunken toilet with continental door, tinted double glazed side windows, full draw curtains, individual reading lights, polyrib carpet to entrance/exit steps, driver's area and full gangway. Blaupunkt Munchen radio/PA/cassette system, Tempo 100.

VOLVO B10M GL JONCKHEERE DEAUVILLE

Including: 51 Vogel reclining seats, demountable centre sunken toilet with continental door, tinted double glazed side windows, full draw curtains, individual reading lights, polyrib carpet to entrance/exit steps, driver's area and full gangway. Blaupunkt Munchen radio/PA/cassette system. Tempo 100. (Rear sunken toilet option available).

SELECTED USED VEHICLES

1988 (E) LEYLAND TIGER '290' JONCKHEERE JUBILEE P50
Full executive specification, including air conditioning. (One Remaining)
£82,500 + VAT

1988 (E) LEYLAND DOYEN
53 reclining seats, double glazing, retarder, semi-automatic gearbox, power door, radio, courier seat.
£65,000 + VAT

1987 (E) DAF MB JONCKHEERE JUBILEE P50
51 recliners, full executive specification.
£75,000 + VAT

1987 (D) VOLVO B10M JONCKHEERE JUBILEE P599
51 recliners, rear sunken toilet.
£79,750 + VAT

1987 (D) DAF MB JONCKHEERE JUBILEE P50
48 recliners, full executive specification.
£72,500 + VAT

1986 (PP) VOLVO B10M CAETANO ALGARVE
51/53 seats, full executive specification.
£62,500 + VAT

1984 (A) DAF SB JONCKHEERE JUBILEE P50
49 recliners, rear floor mounted toilet.
£45,000 + VAT

1984 (B) MERCEDES NEOPLAN CITYLINER
53 seats, full executive specification.
£55,000 + VAT

1984 (PP) SCANIA K112 JONCKHEERE JUBILEE P599
51 recliners, full executive specification.

1982 (X) FORD R114 PLAXTON SUPREME
53 seats, power door.
£12,500 + VAT

1982 (Y) SCANIA K116 JONCKHEERE BERMUDA
48 recliners, full executive specification.
£39,500 + VAT

1982 (X) BEDFORD YNT PLAXTON SUPREME
53 seats, power door, radio/PA.
£17,500 + VAT

1980 (V) BEDFORD YMT DUPLE DOMINANT II
53 seats, power door, radio/PA.
£9,500 + VAT

1979 (T) BEDFORD YMT DUPLE DOMINANT II
53 seats, power door, radio/PA.
£6,750 + VAT

1979 (T) BEDFORD YMT DUPLE DOMINANT II
53 seats, power door, radio.
£7,500 + VAT

1979 (T) BEDFORD YMT PLAXTON SUPREME
40 seater executive.
12,500 + VAT

1978 (T) BEDFORD YMT PLAXTON SUPREME
49 seater with express doors.
£4,500 + VAT

Contact: Arthur Humphries on 0902 732140 (Home)
John Wolfindale on 021-551 7301 (Home)
Barry McCrae on 0604 763800 (Home)
Jonckheere UK Ltd on 0604 760161 Fax 0604 760739
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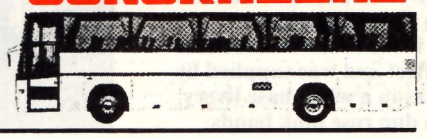
JONCKHEERE



More tips on how to set your rates

BY MARKSMAN ON target

Marksman this week continues his look at profitable pricing

AS I said last week, I have slightly reappraised the balance between rate per hour, rate per mile and base loading in my price tables, and have loaded more of the costs onto the base loading.

The reason for this was twofold.

Firstly, small hires, particularly over the afternoon peak period, were not really covering their true cost. This often means that a full day hire is turned away just to honour some trifling three hour job.

On the other hand, there are some three hour hires, for example between 0900 and noon, for which I have loads of capacity and which really can be operated on a marginal cost basis.

It worried me a little that the staff needed to abandon the price tables to give realistic quotes for these sorts of hire. So my second reason for increasing the base loading generally was to be able to not charge it for these off peak, short, hires. Doing this has given a greater applicability to the tables.

As a result, this year the price increase is not spread evenly across the range of hire possibilities.

Short hires may have increased in price by as much as 25% but with only a minimal increase on longer charters. I consider that this should increase revenue overall by about 7%.

What I have done is perhaps an example of the difference between costing and pricing. The former simply involves establishing from known charges or past performance what the costs of operation will be. It is a fairly clinical, number crunching, tak.

But turning the result into a pricing policy is where the exercise of commercial judgement comes into play.

In line with my comments last week, I shall certainly be monitoring my new pricing balance to see if it produces the results at which it is aimed.

Because I know that readers like to see them, but not particularly as a recommendation, this week's tables are those which I am using to charge out fairly standard 53 and 45 or 47 seater coaches.

I commend the ready reckoner approach to readers as a quick and easy way to give accurate quotations. But the figures are something which operators should calculate for themselves.

I do, however, regard myself as a very average operator and I do know at least ten operators who have told me that their prices are in line with those which I have previously published.

So, whilst not recommending their unqualified use, I am fairly confident that, for the board church of 'middle of the road' operators, prices like these are probably profitable and certainly attainable.

You will note that the table for the 45/47 seater also doubles as applicable to a 53 seater for off peak days. We all have our own ideas of when these are.

In my case, the Wednesdays are always busy, but often, even during the season, Mondays are slack.

Offering an off-peak price can often induce a hirer to go on an otherwise slack day which gives better vehicle and driver utilisation.

I do have another table to give an off peak rate for 45/47 seaters, but leave you to figure that one out for yourselves.

Next week we will look at some tables for extended tours.

53 SEATER at NORMAL PRICE - DAY HIRE

Base loading £ 27.00 , £ 9.00 per hour, 51.0 Pence per mile

Hrs	15	14	13	12	11	10	9	8	7	6	5	4	3
500	417	408	399	390	381	372	363	354	345				
450	392	383	374	365	356	347	338	329	320				
400	366	357	348	339	330	321	312	303	294				
380	356	347	338	329	320	311	302	293	284				
360	346	337	328	319	310	301	292	283	274				
340	335	326	317	308	299	290	281	272	263				
320	325	316	307	298	289	280	271	262	253	244			
300	315	306	297	288	279	270	261	252	243	234			
280	305	296	287	278	269	260	251	242	233	224			
260	295	286	277	268	259	250	241	232	223	214			
250	290	281	272	263	254	245	236	227	218	209			
240	284	275	266	257	248	239	230	221	212	203			
230	279	270	261	252	243	234	225	216	207	198	189		
220	274	265	256	247	238	229	220	211	202	193	184		
210	269	260	251	242	233	224	215	206	197	188	179		
200	264	255	246	237	228	219	210	201	192	183	174		
190	259	250	241	232	223	214	205	196	187	178	169		
180	254	245	236	227	218	209	200	191	182	173	164		
170	249	240	231	222	213	204	195	186	177	168	159	150	
160	244	235	226	217	208	199	190	181	172	163	154	145	
150	239	230	221	212	203	194	185	176	167	158	149	140	
140	233	224	215	206	197	188	179	170	161	152	143	134	
130	228	219	210	201	192	183	174	165	156	147	138	129	
120	223	214	205	196	187	178	169	160	151	142	133	124	
110	218	209	200	191	182	173	164	155	146	137	128	119	110
100	213	204	195	186	177	168	159	150	141	132	123	114	105
90	208	199	190	181	172	163	154	145	136	127	118	109	100
80	203	194	185	176	167	158	149	140	131	122	113	104	95
70	198	189	180	171	162	153	144	135	126	117	108	99	90
60	193	184	175	166	157	148	139	130	121	112	103	94	85
50	188	179	170	161	152	143	134	125	116	107	98	89	80
40	182	173	164	155	146	137	128	119	110	101	92	83	74
30	177	168	159	150	141	132	123	114	105	96	87	78	69

PLUS: £4.00 per hour for any second driver required.
Any excessive parking charges

LESS: £25.00 if not over afternoon peak on schooldays.

45/47 SEATER at NORMAL PRICE or 53 SEATER OFF PEAK - DAY HIRE

Base loading £ 27.00 , £ 8.00 per hour, 49.0 Pence per mile

Hrs	15	14	13	12	11	10	9	8	7	6	5	4	3
500	392	384	376	368	360	352	344	336	328				
450	368	360	352	344	336	328	320	312	304				
400	343	335	327	319	311	303	295	287	279				
380	333	325	317	309	301	293	285	277	269				
360	323	315	307	299	291	283	275	267	259				
340	314	306	298	290	282	274	266	258	250				
320	304	296	288	280	272	264	256	248	240	232			
300	294	286	278	270	262	254	246	238	230	222			
280	284	276	268	260	252	244	236	228	220	212			
260	274	266	258	250	242	234	226	218	210	202			
250	270	262	254	246	238	230	222	214	206	198			
240	265	257	249	241	233	225	217	209	201	193			
230	260	252	244	236	228	220	212	204	196	188	180		
220	255	247	239	231	223	215	207	199	191	183	175		
210	250	242	234	226	218	210	202	194	186	178	170		
200	245	237	229	221	213	205	197	189	181	173	165		
190	240	232	224	216	208	200	192	184	176	168	160		
180	235	227	219	211	203	195	187	179	171	163	155		
170	230	222	214	206	198	190	182	174	166	158	150	142	
160	225	217	209	201	193	185	177	169	161	153	145	137	
150	221	213	205	197	189	181	173	165	157	149	141	133	
140	216	208	200	192	184	176	168	160	152	144	136	128	
130	211	203	195	187	179	171	163	155	147	139	131	123	
120	206	198	190	182	174	166	158	150	142	134	126	118	
110	201	193	185	177	169	161	153	145	137	129	121	113	105
100	196	188	180	172	164	156	148	140	132	124	116	108	100
90	191	183	175	167	159	151	143	135	127	119	111	103	95
80	186	178	170	162	154	146	138	130	122	114	106	98	90
70	181	173	165	157	149	141	133	125	117	109	101	93	85
60	176	168	160	152	144	136	128	120	112	104	96	88	80
50	172	164	156	148	140	132	124	116	108	100	92	84	76
40	167	159	151	143	135	127	119	111	103	95	87	79	71
30	162	154	146	138	130	122	114	106	98	90	82	74	66

PLUS: £4.00 per hour for any second driver required.
Any excessive parking charges

LESS: £25.00 if not over afternoon peak on schooldays.

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NEW & USED VEHICLES,

LEYLAND TIGER 290 MANUAL PLAXTON PARAMOUNT 3500 3*

NEW

Leyland Tiger 250 Cummins automatic with Plaxton Paramount 3200 2 star coachwork.

Volvo D10M Citibus with Plaxton Derwent bodywork, 55 seats and 24 standees.

Iveco 315 Lorraine 30 reclinining seats.

Mercedes 609 Reeve Burgess 20 seat bus.

Mercedes 709D Reeve Burgess 25 seat Beaver bus.

Leyland Tiger 290 Cummins ZF manual chassis with Plaxton Paramount 3500 3 star coachwork and double glazing.

Leyland Tiger 290 Cummins manual with Plaxton Paramount 3500 4 star coachwork.

Leyland Tiger 250 Cummins manual with Plaxton Paramount 3500 3 star coachwork and double glazing.

Leyland Tiger 290 Cummins automatic with Plaxton Paramount 3500 4 star coachwork.

Leyland Tiger 290 Cummins automatic with Plaxton Paramount 3500 3 star coachwork and double glazing.

Leyland Tiger 250 Cummins automatic with Plaxton Paramount 3200 1 star coachwork.

Leyland Olympian with Alexander double deck bodywork 79 bus seats.

Leyland Tiger 250 Cummins automatic with Plaxton Paramount 3500 3 star coachwork and double glazing.

Volvo B10M GL Plaxton Paramount 3500 3 star coachwork with either rear or centre continental door and double glazing.

Volvo B10M GL Plaxton Paramount 3500 4 star coachwork with centre demountable toilet.

Volvo B10M GL Plaxton Paramount 3200 2 star coachwork with pannier lockers.

Duple 425 Integral various specifications.

Cummins T815 325/290 Engined Van Hool Alizee H Integral.

Mercedes 811D Reeve Burgess 33 seat Beaver bus/coach, also 25 seat Beaver coach.

Leyland Swift Reeve Burgess 37 seat Harrier coach.

Leyland Swift Wadham Stringer Vanguard II 39 bus seats, 8 standees.

Volvo B10M GL Ikarus 336 53 reclining seats, pannier lockers, double glazing, crew seat.

Volvo B10M DL Plaxton Paramount 3200 1 star coachwork.

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QUALITY GUARANTEED

VOLVO B10M GL IKARUS 358 WITH CENTRE DEMOUNTABLE TOILET, PANNIER LOCKERS, FULL DOUBLE GLAZING, RECLINING SEATS AND CREW SEAT

Bedford YMP/S Plaxton Paramount 3200. First Reg: 09.05.84 Reg No ESU 264. Spec: 38 reclining seats, power door. **Price: £34,850**

Leyland Tiger 260 ZF Plaxton Paramount 3500 First Reg: 01.02.88. Reg No: E117 KFV. Spec includes 51 reclining seats, rear sunken toilet. **Price: £79,850**

Leyland Tiger 245 ZF Caetano Algarve LDR. First Reg: 05.86. Reg No C356 FVU. Spec includes 49 reclining seats, rear sunken toilet. **Price: £59,850**

DAF MB200/DKFL Plaxton Paramount 3200. First Reg: 23.03.83. Reg No: ANA 460Y. Spec includes 49 reclining seats, rear sunken toilet. **Price: £42,850**

Leyland Tiger 245 ZF Plaxton Paramount 3200 LDR. First Reg: 13.03.86 Reg No: C232 HTX. Spec includes 53 reclining seats, power door. **Price: £63,850**

Leyland Tiger 245 ZF Duple Lazer I. First Reg: 03.84. Reg No: A158 MNE. Spec includes 53 seats, power door, side lockers. **Price: £39,850**

Volvo B10M GL Plaxton Paramount 3200. First Reg: 08.85. Reg No: C330 FSU. Spec includes 46 reclining seats, rear saloon toilet. **Price: £59,850**

Volvo B10M GL Plaxton Paramount 3500. First Reg: 03.87. Reg No: D481 KJT. Spec includes 49 reclining seats, toilet, fully automatic gearbox. **Price: £84,850**

Volvo B10M GL Duple Caribean II. First Reg: 01.02.86. Reg No: C118 XDD. Spec includes 49 reclining seats, rear sunken toilet. **Price: £69,850**

Volvo B10M GL Van Hool Alizee H. First Reg: 09.03.84. Reg No: A563 GBA. 49 reclining seats, centre toilet, Webasto. **Price: £57,850**

Volvo B10M GL Ikarus 358. First reg: 27.04.87. Reg No. D219 LWX. Spec includes 51 reclining seats, double glazing, Webasto. **Price £75,850**

Leyland Tiger 245 ZF Plaxton Paramount 3500. First reg: 01.04.84. Reg No. A133 MBA. Spec includes 49 reclining seats, rear sunken toilet. **Price £49,850**

Leyland Tiger 245 ZF Plaxton Paramount 3200. First reg: 10.04.85. Reg No. B404 CMC. Spec includes 50 reclining seats, double glazing. **£55,850**

DAF DHTD Plaxton Paramount 3200 LDR. First reg: 24.06.86. Reg No. C457 NUX. Spec includes 57 seats, power door, splitter gearbox. **Price £54,850**

Bedford YNT Plaxton Paramount 3200. First reg: 01.07.85. Reg No. B624 DDW. Spec includes 53 seats, power door, tinted windows. **Price £44,850**

USED

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PLAXTON

PEOPLE WHO CARE ABOUT QUALITY

Carlton PSV's first refurbished Neoplan – with a guaranteed minimum contract life of five years.

Skyliner Sequel

Following the National Express group's takeover of sole UK Neoplan dealership Carlton PSV, operators are now able to purchase second-hand Skyliners refurbished to National Express specification - with a guaranteed minimum contract life of five years. Rod Davey takes the first out on test.

road TEST

Over the years Carlton PSV has imported over 300 new Neoplan Skyliners into the UK, many of which are now reaching the end of their useful life on continental coach shuttle work.

Residuals might have proved a problem, with little prospect for cascading the coaches into other work, were it not for the National Express group taking over the Carlton PSV dealership. As such high-specification double-deck coaches basically only lend themselves to long-distance shuttle and express work, National Express is guaranteeing a minimum National Express contract life of a further five years, according to Carlton MD Roger Dixon.

For operators, the deal is for purchase of Neoplan Skyliners refurbished by Carlton PSV - and it is unlikely any will be bought without the intention of using the vehicles on National Express contracts. Dixon said National Express will be negotiating contracts with the operator which both 'reflect the type of work and the vehicle used.'

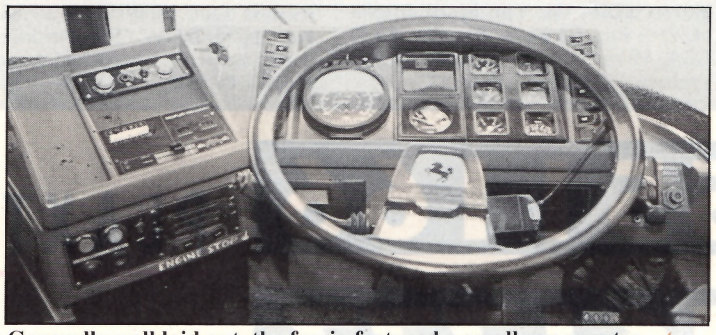
The test vehicle, the first refurbished to National Express specification by Carlton PSV, had been bought by Craig Hornby's Hyperian Travel of Tooting in London. The refurbishment includes re-moquetted seats in National Express style; retrimmed interior side walls; National Express-style servery unit (designed by Shades Technics) incorporating cold store; hostess seat and storage cupboard; hostess PA point and high intensity passenger grab handles and rails.

Outside in

Integrally constructed by Neoplan, the structure of this double-decker coach is made up from seamless 2mm section mild steel tubing. The vehicle's frame is built up from a series of welded sections which are wax-injected and corrosion-proofed.

On the body sides Carlton has replaced the chromium strip at the lower and upper window lines. The corrosion-proofed zinc-coated mild-steel sides are stretched and spotwelded, unlike more recent Skyliners which are bonded. Neoplan is currently experimenting with stretched and rolled aluminium sides.

At the front, the Skyliner has a completely new body panel which incorporates rewiring, modernised and repositioned lights, new brackets and the removal of the old front grille which, although previously featured for decorative impact, would now date the exterior appearance. As well as the new GRP front, the rear has a solid GRP panel broken only by ▶



Generally well laid out, the fascia featured a small rev counter which was obliterated by the steering column when turning corners.

rear access to the V10 engine.

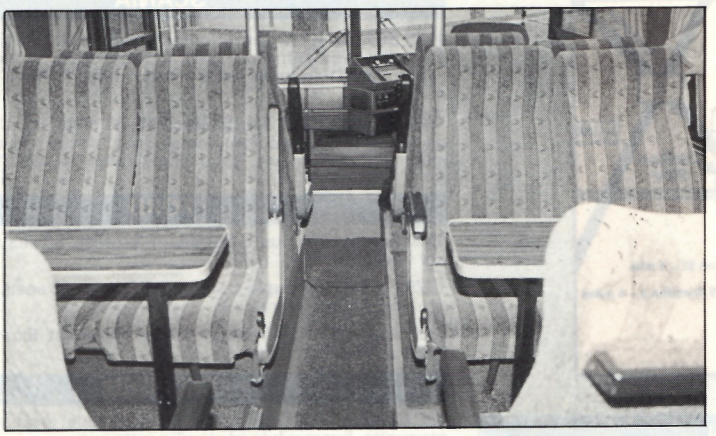
All the vehicle's windows are single-glazed, although options are available for both double-glazing and air-conditioning. Most trim and brightwork has been removed.

The vehicle's exterior has been finished in a modified National Express Rapide livery and the whole refurbishment involved removing both the front and centre power passenger doors. Unfortunately, this aspect of the refurbishment caused problems on the test - as high south-westerly winds, with gusts of up to 100mph, found purchase within the door seals.

After completing the Bramham A1 to Kenning M61 cross-country section, the front door burst open on the M1 Tinsley overpass in Sheffield. Fortunately, I was sufficiently close to Carlton PSV on this stage of the test route to return to the Hellaby base where a temporary repair was effected - involving the re-hanging of the passenger door.

Although considerable wind noise marred the remainder of the motorway section, on the second day of the test it was not as bad. For its part, Carlton PSV assured me the door would undergo a thorough inspection and repair before the coach was delivered. Carlton's technical director Chris Lavin diagnosed worn ball joints.

Through the electro-pneumatic plug door, which had one 36cm step from ground level and a width of approximately 93cm, Carlton's interior re-trim was to a very high standard. Of special note was the re-sited courier seat, adjacent to the offside emergency door towards the rear of the lower saloon, and the addition of a Shades double cool box unit adjacent to the centre passenger door.

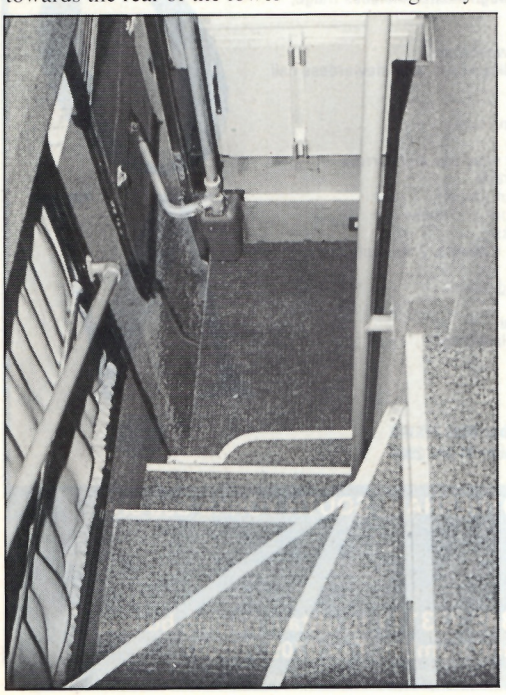


Complete with tables, the spacious lower salloon features catering equipment and all passenger services.

In the courier area, sensibly located near the rear saloon servery and fridges, Carlton had fitted a handy large soft-trimmed locker to the offside of the seat. A hostess' PA point was another thoughtful addition in the refurbishment.

But the fitment of the Shades servery unit, complete with two coolboxes and a roller-doored storage cupboard above, had created some problems. It had been fitted with the centre door removed which, when re-hung, meant the sliding coolbox shelves could not be moved. However, the simple expedient of cutting grooves into the coolbox door's internal edge has obviated the problem.

The centre door, is like the front passenger door, of the electro-pneumatic plug type, but is marginally wider at 107cm.



The steps are evenly spaced and the configuration is fitted with high-intensity passenger grab rails.

Expertly retrimmed Neoplan recliners, 16 in total, complete the lower saloon specification together with two tables and the usual 'gold lamé' Neoplan toilet which is to the rear of the courier seat in this configuration.

Both upstairs and down, the vehicle has been re-trimmed in grey cord with matching National Express seat moquette on the centre roof panel and overhead seat conduits - as well as on the seats. Both aisles are carpeted and the test vehicle was fitted with temporary carpet to the under seat area. Orange curtains complete interior trim in both saloons.

A further 53 seats upstairs brought the vehicle's capacity to 69, not including the driver and courier. With a 90 degree spiral, the upper saloon steps are adjacent to the centre door. Neoplan's design is passenger-friendly, as the steps are evenly spaced and the configuration is fitted with high-intensity passenger grab rails.

The upper saloon, with 53 seats, is obviously not as spacious as the lower saloon, but there is the sheer delight of travelling in a 'Greyhound'-style environment with excellent passenger views, especially in the front seats.

Serving both saloons, heating is provided by webbed radiators to the outside walls, with ventilation through overhead units aided by a rear pump and blower. The whole set-up is thermostatically-controlled with a cab mounted Neoplan Klimacenter which incorporates a Webasto pre-heater and is capable of handling air-conditioning if specified.

Passengers have individual overhead reading lights in panels which incorporate hostess call buttons. Saloon lights can either be set at full or have green dimmers for night travel comfort. Lighting is further enhanced with strong illumination to to main steps.

Luggage loading is extremely capacious, being located in a full height area between the lower saloon and the rear-mounted engine. Access is also excellent, with a full height door complemented with side flaps.

However, room for incidental luggage within the saloons is slight. Although there are shallow parcel racks to the upper saloon, the only storage for travelling incidentals in the lower saloon is in between a set of back-to-back seats, resulting from the seat design around the two tables.

Special features regarding passenger comfort include toilet design which, as far as I know, is unique to Neoplan. Startling toilet finishes are accompanied with a 'knee control', marginally below the toilet flush button, providing the flow of water to the hand basin. Unless you have the proportions of a ventriloquist's dummy, there is no way you can stand up in it.

The Skyliner's rear servery is adjacent to the toilet - and features two hot water boilers and a cool box. One of the delights of writing about German machines is the ubiquitous 'sausage boiler', ever ready for the 'bratwurst mit sauerkraut', which unfortunately was not part of the National Express specification. Furthermore, videos are now infradig except on the Newcastle to London diagrams.

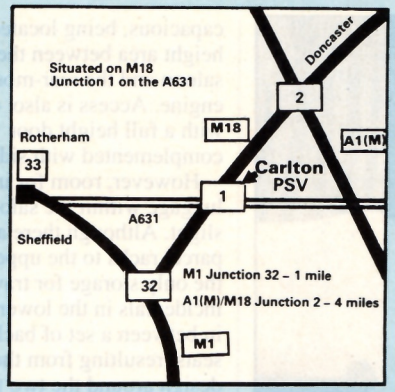
However, a public address system is included with an adequate number of speakers. Unfortunately, the sound was distorted with a lot of background noise. Despite this, the overall level of passenger comfort was at a much higher level than that associated with most British coaches, and I am sure most British travellers will give it the thumbs-up.

Performance

Acceleration	
0-30mph	**10 seconds.**
0-40mph	**18 seconds.**
0-50mph	**30 seconds.**
0-60mph	**44 seconds.**
0-70mph	**58 seconds.**
In top gear:	
30-50mph	**32 seconds.**
50-70mph	**26 seconds.**
RPM @ Speeds in Top Gear:	
30mph	**950rpm.**
40mph	**1,250rpm.**
50mph	**1,500rpm.**
60mph	**1,800rpm.**
70mph	**2,100rpm.**

Lowest comfortable speed in top gear - 29mph.

CARLTON NEOPLAN CARLTON NEOPLAN CARLTON NEOPLAN



NEOPLAN

2 1986 Neoplan Skyliners, 77 seats, Mercs V10 engine, 6 speed ZF gearbox, toilet, drinks machine, fridge, radio/PA, new MoT.

1984 Neoplan Skyliner, Mercs V10 engined, ZF automatic gearbox, 71 recliners, Rapide specification, 12 months MoT,

1982/3/4 Neoplan Skyliner, 71-75 seats, Mercs V10 engine, 6 speed ZF gearbox, toilet, fridge, radio/PA, drinks machine.

VOLVO

1987 Volvo B10M Plaxton Paramount 3500, 49/53 Recliners, O/S rear continental, 1 door, O/S rear sunken toilet, retarder, TV/video, drinks machine, red curtains, choice of two.

MAN

1983 MAN VAN HOOL Astron, twin deck, ZF automatic gearbox, 60 seats, (49 top deck, 11 lower deck), toilet, drinks, driver's bunk, 3 TV monitors/Video, radio PA cassette, courier seat, Rollo blinds, wheel disks, autumn tint moquette, livery white.

1982 SR 280, 47 recliners, Sutrak air conditioning, 6 speed gearbox, o/s centre power door, o/s centre sunken toilet, driver's bunk, fridge, drinks machine, tinted double glazed windows, Rollo blinds, courier seat, Webasto and timer, seat back nets, headrest covers, wheel discs, driver's locker.

SCANIA

1985 SCANIA K112 Jonckheere P50, 49 recliners, o/s centre sunken toilet, o/s centre continental door, driver's bunk, coffee machine, tinted windows, Rollo blinds, radio PA, MoT 1991, choice of 4.

1984 SCANIA K112 Jonckheere P50, 49 recliners, o/s centre sunken toilet, o/s centre continental door, driver's bunk, coffee machine, tinted windows, Rollo blinds, radio PA, MoT 1991, choice of 3.

FORD

1980 Ford R1114 Duple Dominant Express, 53 seats red moq, livery white/blue.

1979 Ford R1114 Duple Dominant Express, 53 seats, Bristol dome, grey/blue moq, livery blue.

1975 Ford R1114, 53 seater Duple Dominant Express, red moq, livery white/blue/yellow.

BEDFORD

1981 Bedford YNT 53 seater Plaxton, side lockers, autumn tint moquette, livery white blue/yellow stripes.

1980 Bedford PJK, 29 seater, Duple Dominant, red moquette, livery white.

1979 Bedford YMT, 53 seater Plaxton, red/cream exterior, red moquette.

1976 Bedford YMT, 53 seater Plaxton Express, radio, white/red livery, red moquette.

1975 Bedford YRQ, 45 seater Plaxton, power door, livery blue/yellow, red moquette.

1974 Bedford YRT Duple Dominant, 53 seater, power door, red moq, livery white.

1973 Bedford YRT Duple Dominant, 53 seater, power door, red moq, livery white.

LEYLAND

1982 Leyland Leopard 12 metre Dominant, 51 reclining seats, double glazed, Telma, radio/PA, Bristol dome. MoT Feb 1991.

1981 Leyland Leopard Duple Dominant, 53 seats, red moquette, livery white, new MoT.

1980 Leyland Leopard, 12 metre Plaxton Supreme, 55 seats, 5 speed semi-auto, power door, maroon curtains.

1977 Leyland Leopard, 11 metre Plaxton Viewmaster, 41 recliners, toilet, power door, orange curtains.

1976 Leyland Leopard 11 metre, 49 seat Plaxton X'press. 5 speed, semi-auto, side lockers.

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Telma retarder
O/s centre sunken toilet & washroom
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Driver's sleeping place
Webasto auxiliary heater and timer
Adjustable steering column
Heated driver's and courier windows and mirrors
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Rod Davey takes this refurbished Neoplan Skyliner around the Coachmart test route for a timely spin.

Driving and Performance

Within the cab area, the fully adjustable Chapman Bremshey seat is reasonably comfortable - but I have recently been spoilt by high back seats. This seat's low back gave me back and neck ache after prolonged driving - although it must be said I'm not getting any younger and the gale-force winds on the test did not help.

Generally well laid out, the fascia featured a small rev counter which was obliterated by the steering wheel's 15cm wide single spoke when turning corners. Another criticism involves the indicator stem, which sometimes cancels with a knee movement due to the clutch pedal being set higher than the other foot controls.

Gear changing was for the most part easy with the ZF 6-speed, as it had been well used. However, relative use made the crawler gear comparatively difficult to engage - and the spring gate for reverse was worn, so extra care was needed when engaging second gear in this 'double-H' configuration.

Everything else appeared well positioned. The exhaust brake was optimally located to the left of the clutch and the Telma arm, which was column mounted, was easy to use. Secondary retardation was not the most powerful I have tested, but was effective enough if used in conjunction with the primary system.

The front screen's vertical split caused no undue forward visibility problems. Heated side windows, both at the door as well as the driver's signalling window, helped keep condensation at bay in wet weather. Unfortunately, there was too much linkage play on the nearside windscreen wiper causing it to become parked around the screen curvature on this side - making the whole wiper assembly inoperative.

Large exterior rear view mirrors were originally heated, but the nearside was not connected. However, although in bad weather, rear visibility was extremely good - even taking into account the inevitable blind spoit caused by the solid rear panel. Sun protection was provided for with a screen-wide roller blind. The vehicle's ferry lift controls were sensibly located at the nearside doorway making it impossible to switch on accidentally.

Featuring an extremely low centre of gravity the machine was extremely stable, even in the gale-force winds of the test, with the air suspension ensuring a soft comfortable ride. Not too spongy, the general impression was of a firm ride, well-controlled, with minimal roll and pitch.

Stemming from this and when combined with the extra unladen weight, steering is harder than the average coach, but it is not excessively hard. In fact, the coach is quite comfortable to steer, and much better erring on this side than being too light with no 'road feel'. There is an amount of play in the wheel similar to the average double-decker bus and more turns are required than the average coach, due to the coach's extra weight and to prevent oversteering.

Manoeuvrability is quite good, with a turning circle of 23.7 metres, although it is best to bear in mind the coach's

Specification

Vehicle: 1984 Neoplan Skyliner integral double-deck coach refurbished by Carlton PSV.

Previous owner:	Voyage International on continental shuttle work.
Customer:	Hyperian Travel of Tooting.
Price:	£81,800 ex-VAT. (Cost up to £200,000 when new).
Seats:	69.

Dimensions:

Length	12.00 metres.
Width	2.50 metres.
Height	4.05 metres.
Wheelbases -	
Axle 1 to 2	5.63 metres.
Axle 1 to 3	6.85 metres.
Rear overhang	3.33 metres.
Front overhang	2.41 metres.
Step height (front)	350mm.
Step height (rear)	380mm.
Weights:	
Unladen	15,120kg.
GVW (GB)	23,170kg.
GVW (D)	25,500kg.

Engine:

Type	Mercedes Benz OM 403X 10cylinder,naturally aspirated.
Capacity	15.95 litre.
Maximum power output	325bhp (259 kW) @ 2,500rpm.
Maximum torque	759.6 lbf ft (1,030Nm).

(Neoplan now uses a similar V10 engine - the OM 423 rated at 352bhp).

Transmission:

Gearbox: ZF S6-90 6-speed synchromesh.

Gear	Ratio	Max Speed	Max RPM @ warning light
1st	6.98	12mph	2,300
2nd	4.06	17mph	2,300
3rd	2.74	28mph	2,300
4th	1.89	42mph	2,300
5th	1.31	60mph	2,300
6th	1.00	70mph	2,100
Reverse	6.43	-	-

Clutch. F&S GF 420 dry single-plate, fully self-adjusting, air-hydraulic operation.

Brakes:

Type	Dual circuit air-operated with automatic adjusters.
Parking	Spring-loaded to 2nd and 3rd axles.
Primary retarder	Telma Focal 155 electric retarder with four-position column control.
Secondary retarder	Exhaust brake.

Suspension:

Type	Full air, two bellows per axle (total 6).
Shock absorbers	Two per axle.
Steering:	
Type	ZF power-assisted.
Steering wheel	500mm diameter.
Turning circle	23.7 metres.

Axles:

Front	Neoplan fully independent (GB max load 7,000kg, Design 7,500kg).
Rear	Neoplan type A130 hypoid.(GB max load 10,170kg, Design 12,000kg).
Tag	Neoplan independent (GB max load 6,000kg, Design 6,000kg).

Tyres:

Front	Michelin E-22.5 Pilote XZA.
Drive & tag	Michelin 12R 22.5 XZA.

Refurbishment:

To National Express specification, includes -

1. Remoquetted seats in National Express style.
2. Retrimmed interior side walls.
3. National Express-style (Shades) servery unit and cold store.
4. Hostess seat and storage cupboard.
5. Hostess PA point.
6. High intensity passenger grab handles and rails.

Warranty:

12 months for work done by Carlton PSV. Five year guaranteed minimum life for National Express contracts.

Replacements:

Typical Replacement Costs (ex-VAT)

Headlight unit	£17.66.
Complete clutch pack	£486.90.
Service exchange gearbox	£2,500.00.
Daimler Benz service exchange V10 engine	£8,500.00.
Upper saloon curved side window	£338.58.
One-piece front lower windscreen	£808.36.

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Semi-Auto Duple Dominant II, 50 reclining seats, MoT 23.6.90.

1979 LEYLAND LEOPARD 680
Semi-Auto Duple Dominant II, 50 reclining seats. MoT 5.6.90. **£12,000**

1979 BEDFORD YMT Duple Dominant, 53 seats, new MoT. **£9,000**

1974 BEDFORD PJK Duple Dominant, 29 seats. **£3,500**

1974 BRISTOL LH401 Plaxton, 43 seats. **£4,000**

LATEST

1979 LEYLAND LEOPARD DUPLE DOMINANT 2, 49 seats, express doors.

1984 LEYLAND TIGER, fitted with Berkhof body.

1981 LEYLAND LEOPARD 680, Semi-Auto, Duple Dominant II, 53 seats, in white, choice of 2.

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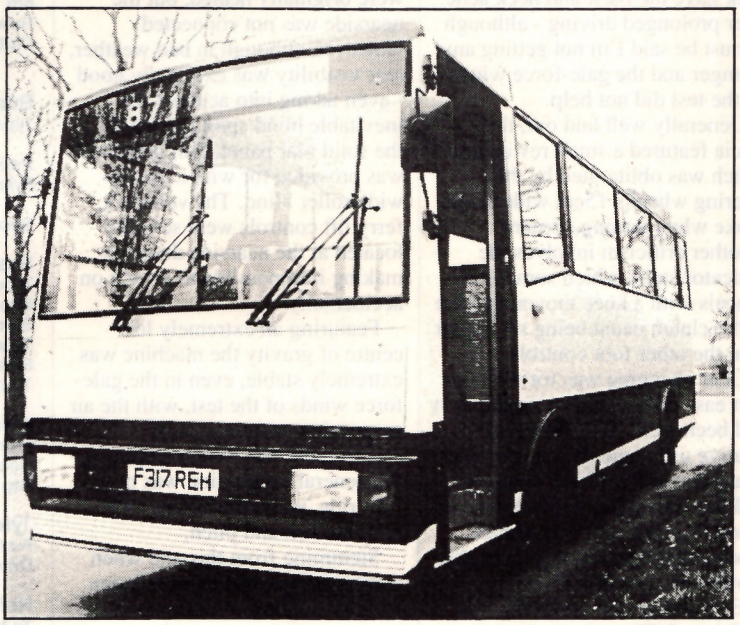

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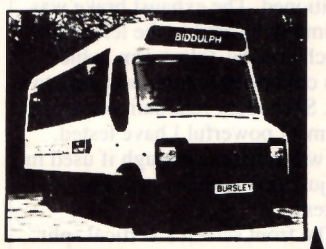

For further information and test drive contact Gerald Halstead.

PMT ENGINEERING

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Fuel Consumption

Fill @	Distance	Used	MPG
Cross country section Bramham Crossroads A1 to Kenning M61	151.5 miles (243.8km)	17.6 gallon (79.85 litre)	8.63
Motorway section Kenning M61 to Leicester Forest East M1.	149.7 miles (240.9km)	19.4 gallon (88.07 litre)	7.72
Trunk road section Leicester Forest East to Bramham Cross Roads	172.7 miles (277.9km)	19.6 gallon (89.16 litre)	8.81
TOTAL CONSUMPTION	473.9 miles (762.6km)	56.6 gallon (257.08 litre)	8.38

height when in tight situations. Unfortunately, the Bramham Crossroads filling station created the precedent for coaches with white-walled tyres - the rear road which is normally quite tight was exceptionally so – and while negotiating parked cars, I unfortunately kerbed the machine on freshly painted stones. The rest of the test, especially the photo opportunities, was a constant reminder.

Acceleration was quite nifty, with 30mph achieved in 10 seconds on flat terrain and 70mph reached in less than a minute. And the machine takes the top speed limit of 70mph at a nice easy 2,100rpm. Only steady gradients in the motorway section provided any annoyance, which again has to be qualified by the exceptionally high headwinds on this test.

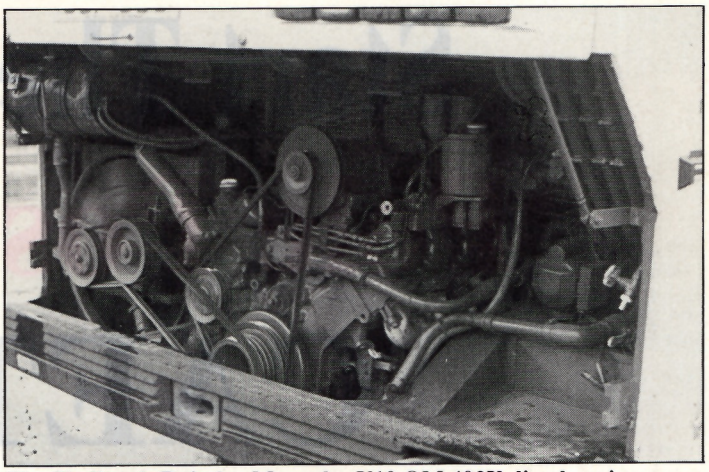
Given the vehicle's passenger carrying capacity of the magical number of 69, overall fuel consumption of 8.4mpg compares well with many high specification single-decker coaches. And a figure of nearly 9mpg on the motorway section bears out the claims of a German driver while I was on a tourism fact-finding trip to Czechoslovakia recently.

Verdict

If National Express contracts are an essential part of your bottom line, a purchase price of less than £82,000 for such a refurbished Neoplan Skyliner does not seem such a bad investment, especially with a guaranteed minimum contract life of five years. However, this must be balanced with the fact that only parts replaced in the refurbishment qualify for the 12-month warranty - and by the time the contract life expires the machines will be well over 10 years old with little prospect of cascading.

My advice is make sure the details of any contracts are well established before any purchase and don't rely too much on any projected residual values. If the deal is right, the machine will earn its keep - but the risks remain. With this sort of deal, it's down to your own professional judgment.

The front door burst open on the Tinsley overpass in Sheffield – worn ball joints were diagnosed.



The Skyliner's Daimler-Mercedes V10 OM 403X diesel engine generates 325bhp @ 2,500rpm.

Vehicle Assessment

Engine/Transmission
OM 403X engine well matched to ZF 6-speed gearbox, but 325bhp rating seemed a little underpowered on motorway gradients (although using same V10 engine, current Skyliners have OM 423 with a higher rating of 352bhp).

Brakes
Dual-circuit primary air brakes worked well throughout test, with secondary four-stage hand-operated Telma, giving effective backup, especially on steep gradients in Yorkshire Wolds. Exhaust brake useful on long gradients.

Steering
A little play in the wheel and perhaps a little heavier than the average coach due to extra body weight - but not excessive and better than being too light. More turns required to steer - due to heavier coach and to prevent oversteering.

Ride and Roadholding
Skyliner features a very low centre of gravity and is therefore very stable - air suspension ensures a firm and comfortable ride which is not too spongy and without excessive roll and pitch.

Controls
a)Switches - Well laid out fascia - apart from single 15cm-wide steering wheel spoke which obliterates small rev counter when turning, and indicators which cancel with knee movement on high-set clutch pedal.
b)Pedals - clutch pedal play too high in relation to footbrake and accelerator.
c)Gearchange - ZF S6-90 well used, therefore easy changes apart from 6.98:1 ratio first gear crawler. Reverse spring-gate worn so extra care needed with first and second gears.
d)Handbrake - spring-loaded to 2nd and 3rd axles - very positive.

Visibility
Good, but trouble with wipers on lower screen. Too much linkage play meant nearside wiper was immobilised around windscreen curvature. Heated side windows on door and signalling window very useful. Excellent rearview from exterior heated mirrors, although nearside mirror not connected.

Space
Only 69 seats in this configuration with only 16 seats in lower saloon, four arranged around two tables - with rear kitchenette and toilet to National Express specification. Good circulation - but aisle space in upper saloon more akin to a standard coach.

Noise
Quiet rear engine means driving to rev counter is essential.

Heating
Radiators to walls on both decks - thermostatically-controlled with Neoplan Klimacentre, incorporating Webasto pre-heater (also controls air-conditioning when fitted).

Lighting
Individual lights incorporating hostess call buttons, adequate lights to steps, saloon lights with green dimmers for night travel.

Ventilation
Through overhead units with rear pump and blower.

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How green is the Valley now?

Mike Morgan visits Yorkshire Coast operator Primrose Valley Coaches in the wake of a successful takeover by its largest competitor.

For coach operators, the past ten years have forced change and presented chances. The once predictable seasonal fluctuations in workload have been radically adjusted where deregulated opportunities have been exploited.

Primrose Valley Coaches sought profit from local service deregulation to a greater extent than the earlier opportunities from the relaxation of excursion and express licencing - a strategy enforced by location and circumstance.

The transport network on the Yorkshire Coast has shrugged-off the shackles of regulation and nationalisation. Each summer brings a new eruption of change - each winter a necessary regrouping in preparation for the next onslaught of visitors.

Sometimes entrepreneurial success can be blunted unexpectedly as the market adjusts to new conditions.

A surprise twist came earlier this year with the sale of Primrose Valley Coaches to East Yorkshire Motor Services. This acquisition followed intense rivalry with EYMS subsidiary Scarborough & District, and gave rise to understandable apprehension among Primrose Valley staff - four of whom previously worked for the EYMS group before being faced with redundancy as the Hull-based operation trimmed its activities since deregulation in both Bridlington and Scarborough.

The coastal strip between these two important resorts is a powerful draw for thousands of land locked visitors during the pitifully short summer season, five months if you are lucky, six weeks otherwise. Winters are long and cold and consequently coach business is thin on the ground.

Such dramatic fluctuations in demand present a difficult but tempting territory for the brave ambitious coach operator - only hard headed realism ensures survival.

Primrose Valley Garage and Coach Company was among the survivors, owned until February 1, 1990 by Albert and Corinna Webster and their son John.

John Webster, manager of Primrose Valley Coaches Ltd.

Primrose Valley Garage opened as a filling station in 1938 on the main road between Scarborough and Bridlington. The Webster family moved up from Scunthorpe in 1959. Albert Webster went into partnership with Taff Elley in November 1969 with Primrose Valley Coaches, which at that time consisted of four coaches. In December of that same year two 53 seater vehicles were purchased.

Later five new buses and coaches brought the fleet up to 22, its maximum size. This was subsequently cut back to 18 when the partnership with Elley was dissolved in 1981.

John Webster took over as manager in May 1983 and set about building up business to get maximum return from the fleet. A new workshop was opened at the beginning of 1984, built to accommodate double deckers as a prelude to developments three years later.

The family partnership had decided to purchase two extra coaches for the 1990 season - the O licence having been renewed for 20 vehicles in 1989.

Such a display of confidence highlights the surprise when the sale was announced. However, it is significant that Albert and Corinna have reached retirement age. Corinna expanded on the reasons for leaving coaching (the garage side of the business has been retained). She said: 'We are very concerned about future legislation.' Not that she was suggesting a bleak outlook for coaching, more the promise of difficulties not relished by those looking towards an easier life in retirement.

She said: 'We have overcome enormous problems in the past and built up a successful business, but the opportunity was there to make life easier for John and his sister Anne.'

John Webster gave a careful nod when asked if the sale had been inevitable given the circumstances with his parents and the ageing fleet profile. This gesture concealed more than simply a decision taken in the face of a timely offer from the larger competitor, a smile crept over his face as he confessed to actually enjoying working under EYMS ownership.

Webster remains as general manager of the new coach company, while continuing to run his first love the garage forecourt and tyre sales. Responsibility for the coach operations is now shared to some degree within the EYMS group. Registration of local services and vehicle taxation are just two examples of functions covered by EYMS headquarters on Anlaby Road Hull.

Webster is committed to staying on until September 1990 when the situation will be reviewed. There is an additional contractual tie. He said: 'I can not work for another coach company within a 100 mile radius for five years.'

Webster is uncertain about his personal future. He may extend his interest through the family garage business, although he is beginning to appreciate the reduced hassle from coach activities since the takeover.

What were those hassles? He said: 'It's effort not time. If something goes wrong, then a lot of energy goes into putting it right and double effort is necesary to retain business.' He confessed that few coach trips went off without some problem.

Maintenance he described as a constant cost headache. Introduction of double deck buses had not improved maintenance experience. He said: 'The deckers cost much more, the newer ones are no better.' With major units such as engine, gearbox, or rear axle presenting bills of around £1,000, costings become fraught with uncertainties.

The mixed Primrose Valley fleet includes standard 53 seat coaches and eight Daimler/Leyland Fleetline buses.

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PLAXTON

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As manager, Webster has to cope with the knock on effects of mechanical problems, such as finding a replacement/funding the repair/handling passengers/ retaining goodwill and maintaining service with a vehicle off the road. During the 1989 season situations became more complex with 'drivers coming and going (although with Revill's liquidation there are fewer places to go now).'

Back-up

One hassle relates to breakdown or accident away from the area. Webster said: 'It is more difficult to get back-up in an emergency, particularly down south.' He questions the value of the BCC mutual aid scheme. He said: 'Last year there was an instance when not one company was prepared to come out.' He contrasts attitudes between north and south thus: 'When asked for help one south east based operator said when will you pay, whereas in similar circumstances a Lancashire operator supplied a vehicle without question.'

As if to compound these frustrations he confessed to being burdened with bad debts when the boot was on the other foot - a west Yorkshire company still owes money for a replacement coach supplied last season.

Continuity

On the subject of bad debts I wondered if the EYMS group policy of requiring payment for coach hire 7 days in advance was upsetting any established Primrose Valley customers. The value of retaining continuity of management was confirmed by Websters sensible interpretation of company rules, applying it to selected clients only.

The new administration has enforced multiple copy NCR corporate documentation (though not computerisation). Much of this is welcomed, but one quaint feature of the new regime is the company mail delivery on the 2.20 pm 121 stage.

Internal communications are addressed to the general manager - a reduction in status? He said: 'There is consultation on routes and planning when my advice is sought, and I'm still left to compete for contracts - the system of costings remains unchanged.'

Exercising 'seat of the pants management' Websters costs sometimes related to the degree of competition/the need to retain business/utilisation of a vehicle.

Although takeover contracts were signed onboard a £100,000 EYMS Diplomat executive flagship, there has never been any prospect of such a machine working for Primrose Valley. 'There is no work for a front line vehicle', confirmed Webster, ' We have not gone for continental work, because we have had no suitable vehicles.' This chicken and egg situation confronts the reason why the company did not seek expansion with expensive coaches.

Each EYMS unit must stand alone and justify new vehicles. This degree of autonomy emphasises the importance of management closely in touch with its customers. A significant proportion of Primrose Valley's seasonal business is derived from four holiday camps in the vicinity. Webster's personal contact with these is an important element in the EYMS take-over strategy - coaching revenue during the summer months increases from 25 per cent to 75 per cent of turnover.

The Webster family has an added interest in the camps, because they generate valuable petrol and tyre sales. An excursion leaflet retaining an advert for Primrose Valley Garage has been given the go-ahead by group headquarters - otherwise it may have been printed (at additional cost) in-house in corporate style, and without advert.

Once planning permission is obtained, the coach company will be physically separated from the garage site. Instead of a shared entrance which can be supervised from the garage forecourt, there will be a separate entrance on the other side of the sizeable, strategic coach parking area.

EYMS also owns the workshop, toilet block and mess room. New offices will be needed and re-fuelling facilities must be relocated.

Under the old regime the combined businesses offered important operating economies. Administration was shared in two small offices (a new separate telephone line - retaining the existing number - has to be installed) and diesel was retailed from the coach pump.

A separate business owned by the Webster family and run from the same site is Stonegate Electrics. Coach electrical problems could be quickly resolved with two experts at hand. In future Primrose Valley Coaches Ltd will have to either employ or buy-in this expertise.

Flexible allocation of staffing and other crucial economies result from the tight financial control necessary with a business so dependent on seasonal income. Two of the drivers would regularly stand-in on the forecourt, whereas Glyn Brown who is in-charge of car repairs could act as spare or relief driver.

Staff have not only lost hidden perks such as access to car maintenance facilities, but as yet there is no commitment by EYMS to group benefits - no free travel, and uniforms 'have to be earned by the depot'.

Although very tidy these two coaches illustrate the coach fleets receeding age profile.

Expansion Strategy

Pre-deregulation seasonal staffing was normal. Gradually a turn round in fortunes created the situation whereby at the end of September 1989 two drivers who left had to be replaced - the first year in the company's existence when there were no lay-offs.

The business portfolio had totally changed from the previous norm of low utilization in winter contrasting with intensive use of vehicles and staff in season.

Heavy dependence on contracts in-filled with commercial local services made a 12 month season a potential reality. Dependence on seasonal revenue from the camps having reduced.

In three years the number of double deck service buses increased from one to two, then two to four and finished with eight. Webster puts this conversion to bus operation down to there being 'only one other company to compete against at the time of deregulation'.

Webster's service strategy was 'head-on'. Running five minutes ahead he challenged the newly introduced Scarborough & District Skipper minibuses. Skippers uses simplified service numbers, whereas Primrose Valley capitalised on customer familiarity by using the abandoned numbers such as on the 115 to Claughton.

A registration ploy used by Webster surprised his new masters. When recording details of the seasonal 122 service between Scarborough and Bridlington he registered all practical route variations. Consequently, when a Bridlington school contract left a spare vehicle in Bridlington during the day, he notified a timetable variation to run in front of the EYMS 121 service between 9am and 3pm.

Future

Such moves now represent unnecessary duplication of resources within the group as a whole, so rationalisation is inevitable. The future of Primrose Valley Coaches as a company looks assured, but cut-backs somewhere seem inevitable.

EYMS managing director Peter Shipp has confirmed the retention of the name. However, with EYMS working from leased premises in both Bridlington and Scarborough, there is scope for many changes in the near future.

One outcome may be Scarborough open-top buses, or Bridlington mini-buses based at Primrose Valley. Shipp sees a market for the Primrose Valley style with standard coaches, so with service buses having a role and coaches being important, there should be continuity of provision for the company's many customers.

The head-on confrontation produced a result unpredictable in 1986, but not without parallels elsewhere in deregulated Britain. Appleby's, Dodsworth's and the other remaining market players on the Yorkshire Coast are thought to be reviewing plans - EYMS will face stiff challenges as the coach market continues to restructure.

FACT FILE

Company: Primrose Valley Coaches Ltd
Address: Filey, North Yorkshire
General Manager:John Webster
Tel: 0723 512034
Type of Work: Private Hire/ Excursions/Contracts/Local Service
Fleet: 10 coaches, 8 buses

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HELP PEOPLE WITH MOBILITY PROBLEMS AND YOURSELVES

Accessible passenger travel - Mike Morgan investigates what the manufacturers offer.

THREE market sectors require specialised transport for passengers with mobility handicaps: local authority, voluntary, and homes outside local authority provision.

The local authority/social services/special education sector is suffering from local government spending controls. Steady expansion up to two years ago in the voluntary sector has been arrested by reduced grant opportunities, whereas in contrast the care/nursing home market expands with the ageing population.

This growing old-age market is set to expand business opportunities for coach operators in general and, in particular, those providing specific facilities for passengers with mobility difficulties. Department of Health figures (fig 1) show that not only is the number of elderly people in residential accommodation increasing, but provision is swinging steadily towards voluntary and private homes.

Projections into the next 50 years (fig 2) predict a staggering increase in the over 60s from 10 million to 15 million - a market too big to be ignored.

Minibuses equipped for this market have for too long been identified as ambulances: normally painted white and signwritten to avoid payment of car tax and to be able to reclaim VAT where such vehicles are not suitable for carrying 12 or more persons, including the driver. John Taylor, of Taylor Lightfoot transport consultancy, told *Coachmart* about a case shortly to be heard in a VAT Tribunal. An operator with a 14 seat minibus has been asked for £5,000 in tax because he converted the vehicle to accommodate wheelchairs - consequently reducing capacity.

Such ludicrous rulings tread on the symbolic importance of acccessible passenger transport. Taylor said: 'Accessible transport is public transport, as every member of the public can get on it, whereas conventional public transport is actually only available to able-bodied.'

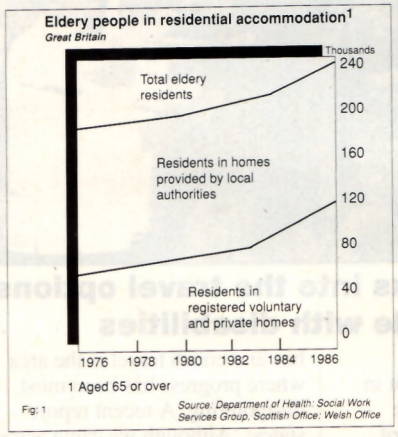

Fig: 1

Passengers with a transport handicap are entitled to the same level of comfort and provision as other members of society. The Diptac recommendations relate to certain impairments giving rise to a handicap, but 95 percent of the recommendations are not appropriate to wheelchairs.

Operators contemplating provision for wheelchairs in coaches are recommended to obtain the key document in this area - the Department of Transport Code of Practice on the Carriage of Passengers in Wheelchairs in Buses (VSE 87/1).

This code of practice is used by PSV certifying officers. Taylor advises operators to meet BS6170, which is applicable to wheelchair lifts. Lifts are available from manufacturers in Scandinavia, Germany, France and North America. Some are designed for specific application such as small vehicles, but the German Hubmatik does not meet BS6170.

A prototype fully automatic Fretwell underfloor lift is due out in about three months time. This will be manufactured by Mediquip Healthcare in California. The same company produces the Clearway, a fully automatic lift with the added sophistication of infra-red remote control for both lift and doors. Liverpool social services has bought the largest order so far, having been impressed by the increased efficiency from speed and added safety.

Important to the coach operator will be the ability of the new Fretwell lift to slide out from underneath the vehicle, leaving the entrance clear - particularly when looking towards multiple use of vehicles, which is a growth market.

A well known supplier in the tail lift market is Ratcliff and Henderson Mobile produced by a division of Henderson Doors. The Henderson Hideaway is an an inconspicuous installation to an earlier Fretwell design.

Once inside the coach, wheelchairs require two lines of track for safe anchorage. A major problem, according to Taylor, is speed of chair removal. Track must be 13 inches apart and parallel. A soft headed hammer is regarded as an essential piece of equipment to get seats out of the alloy track.

Steel tracking is more tolerant than alloy, but there is a weight implication for twin tracks down both sides of a coach. Care must be exercised when fitting clamps to chairs - they must fit between the wheels in such a way that chairs can not tip.

Taylor advises close co-operation with bodybuilders to ensure both comfort and safety. Part of the specification for dual use vehicles must include ease of conventional seat removal - there is no automatic assumption that the same track can be used for chairs and seats.

Operators tempted by this growth market must ensure that public transport provision becomes less daunting, by encouraging the many thousands of potential passengers to overcome their natural uncertainty. Taylor cautioned that it is so easy to go wrong - quality products are available and the options are very large.

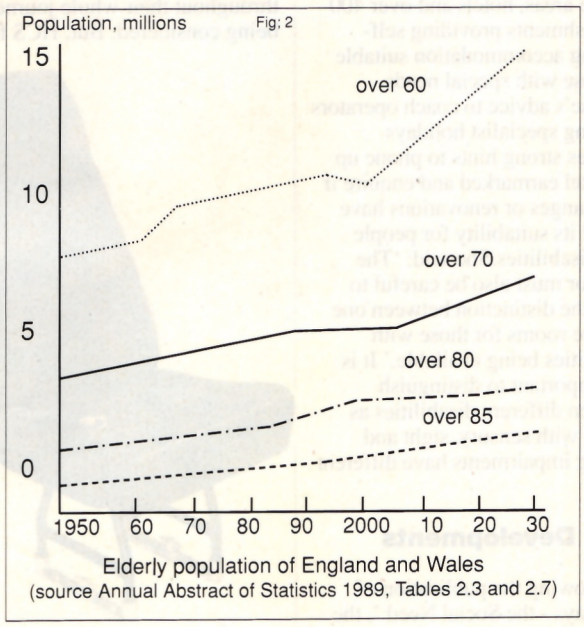

Fig: 2

FOLLOW THESE HANDY TIPS WHEN BOOKING TRIPS

ACCORDING to the Office of Population Census Survey, 6.4 million people are registered as disabled in the UK. Yet, for all the size of this potential market for coach operators it is a market poorly served.

According to Annabelle Tame, of Holiday Care Services based at Horley in Surrey: 'Travel and holidays for people with disabilities is a growing market and such people are now much more in the forefront, actively lobbying for a better deal.'

Holiday Care Services, a registered charity part-funded by statutory tourist authorities, was established in 1981 following a report by the Social Tourism Study Group in 1976. It set up a clearing house for information on accommodation and transport for people with special needs, which collates and distributes information.

However, Tame said: 'HCS is now moving away from the concept of 'social tourism' towards the idea of tourism for all.' For any operator wanting to get into this fast growing market, HCS will give advice on stops, stays, where to eat and places to visit. The company has information on motorway service areas, hotels and over 400 establishments providing self-catering accommodation suitable for those with special needs.

Tame's advice to coach operators planning specialist holidays includes strong hints to phone up the hotel earmarked and enquire if any changes or renovations have altered its suitability for people with disabilities.She said: 'The operator must also be careful to make the distinction between one or more rooms for those with disabilities being available.' It is also important to distinguish between different disabilities as people with sensory, sight and hearing impairments have different needs.

Rod Davey looks into the travel options for people with disabilities

Developments

Following the publication of 'Holidays - the Social Need ', the Department of Transport established the Disability Unit in 1980 to focus attention on the transport and mobility needs of people with disabilities. As it also has a role in suggesting and stimulating changes throughout the transport system, it has worked closely with the Disabled Persons Transport Advisory Committee (DPTAC) - as well as local authorities, transport operators, vehicle designers, transport planners as well as client groups.

Such developments have resulted in the needs of travellers throughout their whole journey being considered. But, HCS feels bus and coach travel is the area where progress has been most disapointing. A recent report states: 'Although we came across some excellent coaches with facilities for people with disabilities, generally speaking most buses and coaches remain inaccessible.'

HCS feels coach travel successfully provides a reasonably priced means of transport, which is very important to people on low incomes. However, HCS does not book or arrange holidays, but tries to suggest to enquirers a range of possible opportunities. Even so, specialist advice is available to those who require it and its specialist staff are there to help on individual enquiries.

The charity also acts as a consultancy and a catalyst within the holiday industry to encourage and advise on the development of appropriate provision. With its recent 'Tourism for All' report, it is hoping to redefine the concept of consumer tourism to include everyone, 'irrespective of age, disability or family circumstances'. According to Tame: 'In this service industry, HCS sees the ability to cater for everyone, whatever their individual needs, as a real sign of quality'.

Those operators wishing to place a tentative toe into this market of 6.4 million souls, should contact Holiday Care Service and those organisations whose addresses are reproduced in the tinted panel. HCS will have a stand at MOOT, which is sponsored by *Coachmart's* sister publication 'Tours and Excursions', on Stand 23 in the Heart of England section.

Useful Contacts

Annabelle Tame,
Holiday Care Service,
2 Old Bank Chambers,
Station Road,
Horley,
Surrey RH6 9HW.
Tel: 0293-774535.

A free publication, 'The National Trust - Facilities for Disabled and Visually Handicapped Visitors' is available from:

The National Trust,
36 Queensgate,
London SW1H 9AS.
Tel: 01-222-9251.

The AA 'Guide for the Disabled Traveller', price £2.95 (free to members), is available from:

The Automobile Association,
Fanum House,
Basingstoke,
Hampshire RG21 2EA.

Help and advice, with details of specially adapted coaches for hire, from:

Brian Howard,
Tripscope,
63 Esmond Street,
London W4 1JE.
Tel: 01-994-9294.

'Getting Around by Bus and Coach - a guide for people with disabilities', from:

Bus & Coach Council,
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Licence is granted

MR Stanley Pemberton, who was a partner with another former Midland Red (West) inspector, Mr Michael Elkins, in the Bromsgrove based Redline Bus Co, has been granted a new psv operator's licence authorising the operation of four double deckers, by the West Midland Traffic Commissioner Mr John Mervyn Pugh.

In May 1988, Redline Bus, when operating as a partnership, and Midland Red (West) Ltd were severely warned by the then Deputy Traffic Commissioner, the late Mr Ronald Jackson, after a "bus war" during which it was alleged that a driver was beaten senseless and buses were reversed into each other. (Coachmart, May 13 1988.)

Last October, Mr Elkins, trading as Kingfisher Bus & Coach Co, of Redditch, was granted a licence authorising the operation of one single decker and seven double deckers. He was warned by Mr Mervyn Pugh of the consequences should he get involved in a "bus war" with Mr Pemberton. (Coachmart, November 9 1989.)

At the outset of a Birmingham public inquiry, Mr Mervyn Pugh warned that if operators started undercutting one another, quality suffered. He said that they could become involved in a "bus war" and "even the winning cock loses some feathers".

Mr Pemberton, who proposes trading as Redline Bus Co Ltd, of 6 School Lane, Lickey End, Bromsgrove, told the Commissioner that the vehicles would probably come from West Midland Travel. They would be inspected by a commercial garage every two weeks, as that was a reasonable time, they had found in practice, for brakes to be adjusted.

Mr Mervyn Pugh said there was no reason why he should not grant Mr Pemberton a licence. However, the behaviour that had been experienced from Redline when Mr Pemberton was in partnership with Mr Elkins was not to be repeated. It was past history, but Mr Pemberton was part of that history. There had been a lot of suspicion on the part of Midland Red (West) when the partners originally applied for a licence. There had also been all sorts of repercussions following the dissolution of the partnership. He was not going to go into whose fault it was, Mr Pemberton's or Mr Elkins'.

Mr Pemberton had to see that buses on registered services ran exactly to timetable, said Mr Mervyn Pugh. There was nothing in his book worse than an early bus. It was a total let down for the public. It was absolutely vital, should Mr Pemberton involve himself in competitive business, that it should at all times be fair, and Mr Pemberton should conduct himself as an operator of quality.

Should his words of wisdom not be heeded, said Mr Mervyn Pugh, the licence would become in jeopardy. Mr Pemberton had quite a lot to live down.

Licence lost after renewal submitted late

MR Anthony McAndrew, trading as Central Coaches & Taxis, of Leamington Spa, who lost his 12 vehicle psv operator's licence after he failed to submit a renewal application within the time limit, has been granted a new licence authorising the operation of three vehicles, by the West Midland Deputy Traffic Commissioner Mr Alan Cattell.

During the course of a Birmingham public inquiry, it was denied that the application for a new licence was a device to get round the fact that last July the Traffic Commissioner, Mr John Mervyn Pugh, imposed a condition on Mr McAndrew's previous licence which prohibited him from registering any further local services for a period of 12 months. (Coachmart, July 20 1989.)

For Mr McAndrew, Mr Michael Carless said that the previous licence had expired on December 21. Unfortunately, the renewal application was delivered one working day late following the Christmas holidays. There were no convictions recorded against Mr McAndrew and there had been absolutely no criticism of the maintenance of his vehicles.

Currently, Mr McAndrew had two single deckers, one minibus and 10 taxis in possession. Maintenance would be carried out on the basis of inspections at intervals of four weeks. Contracts that Mr McAndrew had held with Warwickshire County Council had ceased due to what had occurred in January. However, he had managed to maintain a contract with the health authority, using small vehicles. Mr McAndrew had carried on his business legally since January.

Two sets of accounts clearly showed that Mr McAndrew was financially stable, said Mr Carless. Final accounts for 1989 would be available in four to five weeks time, and he was told that they would show a similar position. There was a letter from Mr McAndrew's bank, confirming the overdraft facility available to him. About 50 percent of that facility was taken up at any one time. Mr McAndrew owned property in Leamington Spa which more than adequately covered the bank facility.

Mr Carless said that Mr McAndrew had had no problems in 20 years of operation, apart from the recent hiccup over the renewal of his licence. Plans had been approved for the construction of new premises, and Mr McAndrew was hoping to expand again once he had got back on to the first rung of the ladder.

After Mr Cattell had said that he was aware of the condition imposed on the previous licence by Mr Mervyn Pugh, Mr Carless said that that was on the old licence. It did not apply to this licence. However, Mr McAndrew would observe the restriction. The application was not designed to obtain a new licence without the condition.

Mr Cattell said that he would not dream of putting the condition on the new licence, and Mr Carless replied that the services to which it had applied had died with the old licence.

Granting the licence, Mr Cattell said that if Mr McAndrew wanted to operate new local services, no doubt the Traffic Commissioner would look at the situation closely. He reminded Mr McAndrew that a condition had been placed on the old licence. He said that it would not be on the new licence but Mr McAndrew must have regard to the spirit of that condition in any future applications he made.

licensing & legal

WEEKLY REPORT ON LAW AND THE COACH OPERATOR

By Michael Jewell

Fined for licence offences

MR Derek Buckley, trading as ACS Airport Storage, of Carrington, has pleaded guilty to two offences of using a minibus without a psv operator's licence and to two offences of allowing it to be driven by a driver who was not the holder of a psv driving licence. He was fined a total of £800 and ordered to pay £75 prosecution costs by Manchester magistrates.

Mr Eccles said that on July 23 a traffic examiner saw a 10 seater minibus belonging to Mr Buckley carrying four passengers at the Airport. An examination of the vehicle revealed that no psv 'O' licence identity disc was being displayed. The driver, Mr Edward Davies, was questioned and he admitted that he was not in possession of a psv driving licence, saying that he had let it lapse.

Mr Buckley's operation consisted of the storage of customers' cars at his premises, and transferring them from the

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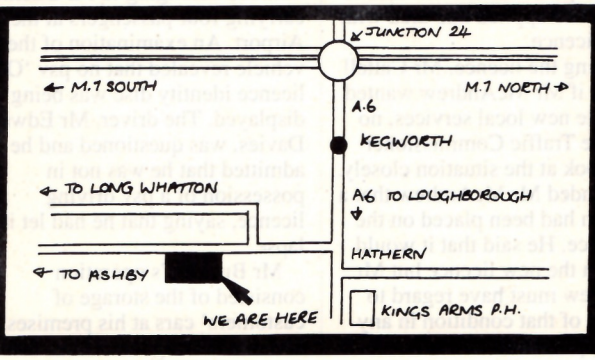
1976 FORD R1014 Duple Dominant I Express, 45-seater, MoT 8.90.

1975 BEDFORD YRT Duple Dominant Express, 53-seater, MoT 1.91.



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When interviewed, Mr Buckley had said that he had intended applying for a psv operator's licence but had found out that if he did so the porters at the Hilton Hotel would be unable to drive the vehicle.

Mr Eccles said that identical offences had been committed by Mr Buckley on August 20.

Mr Buckley said that though he had pleaded guilty to four offences, he had not broken the law intentionally. He had been in the wrong but it was a "grey" area. At the time he had thought that he was operating within the law, but he had been in error.

Castle Coaches authorisation cut

licensing & legal

WEEKLY REPORT ON LAW AND THE COACH OPERATOR

By Michael Jewell

THE authorisation on the psv operator's licence held by Horndean based Castle Coaches Ltd has been slashed, from 14 vehicles to four, by the South Eastern Traffic Commissioner Brigadier Michael Turner.

Evidence was given at a Portsmouth public inquiry by a DoT vehicle examiner of numerous prohibition notices issued during fleet inspections and spot checks. In addition there had been several annual test failures where vehicles had been poorly presented. One vehicle was prohibited and twice refused clearance, the prohibition and variation notices all being marked "neglect". Another coach failed its annual test and was re-presented with two of the original major defects still present.

For the company, it was admitted that there had been problems. It was said that the situation had arisen as a result of staffing difficulties. Plans were afoot to extend the workshop and improve the maintenance equipment.

Cutting the vehicle authorisation, Brigadier Turner said that the directors of Castle Coaches appeared not to have taken heed of the strong warning given to them at a public inquiry in June 1987. Action had been considered on that occasion because of maintenance problems and tachograph related convictions. In the event the duration of the licence was cut short. Despite that clear warning, the company's directors seemed content to shuffle the blame on to the fitters, rather than accepting that they, as licence holders, were responsible for getting and keeping things right.

He had been "within a whisker" of revoking the licence, said Brigadier Turner. However, the evidence of the company's plans for the future had pursuaded him to leave it with a much reduced operation. However, it should be clear that this was Castle Coaches' last chance to remain in the psv business.

Airport minibus men fined £1,000

The operation of unauthorised "courtesy" services to Manchester Airport has cost two minibus operators £1,115 in fines and costs.

Mr Robert P Williams, trading as Airport Cruisers, of Nantwich, pleaded guilty before the Manchester City Magistrates to one offence of using a minibus without a psv operator's licence and to one offence of using it without a Certificate of Initial Fitness. He was fined £200 and ordered to pay £40 prosecution costs.

Mr Nick Eccles, prosecuting for the North Western Traffic Area, said that on May 19 a traffic examiner saw a minibus belonging to Mr Williams carrying passengers at Manchester Airport. When the vehicle, which was displaying a private hire plate, was inspected it was found to have 10 seats. No psv 'O' licence disc was being displayed. Miss Diana Williams, the driver, had said that it was a private hire party that she was taking to the Airport.

When Mr Williams was interviewed, the vehicle was at the rear of his yard and had only eight seats in. Mr Williams had said that on the night before the day in question, the vehicle had been used privately with 10 seats. The next morning his daughter had taken the vehicle out without removing the two extra seats. He had not realised that it was an offence at the time.

Commissioner requires maintenance assurance before adjourning inquiry

THE South Wales Traffic Commissioner, Mr John Mervyn Pugh, required assurances about the safe condition of buses operated by Mr Glyn Williams, trading as Glyn Williams Travel, of Cross Keys, Gwent, before agreeing to adjourn disciplinary proceedings until May.

The psv operators licence held by Mr Williams, authorising 16 vehicles, was revoked in December because of his maintenance record, and he was subsequently given a fresh licence for a four month period. (Coachmart, February 1) However, the imposition of a further 10 prohibition notices on Mr Williams' vehicles since then led to the Commissioner calling him to further disciplinary proceedings. The hearing date was set for March 7.

Seeking an adjournment, Mr Barry Prior, for Mr Williams, said that his case would not be ready by that date.

Expressing concern about any delay in hearing the case, Mr Mervyn Pugh said there was a possibility that the defects found on Mr Williams' vehicles might have constituted a threat to public safety. It would not be right to defer the proceedings if the public were travelling around on defective buses. He needed an assurance that people travelling on Mr Williams' buses would be safe.

Mr Williams said that he had tried to improve things since being told in December that 30 jobs were at stake. He maintained that each of his vehicles was safe for the public to use.

Mr Mervyn Pugh pointed out that it was the operator's responsibility to see that his vehicles were safe.

Mr Williams said that he would resign if one of his vehicles picked up a further prohibition notice before the date of the hearing. Asked what he meant by that, Mr Williams said that he would surrender the current licence, which was held in his name, and leave it for the rest of the family to seek a fresh licence.

Mr Mervyn Pugh adjourned the proceedings until May 24.

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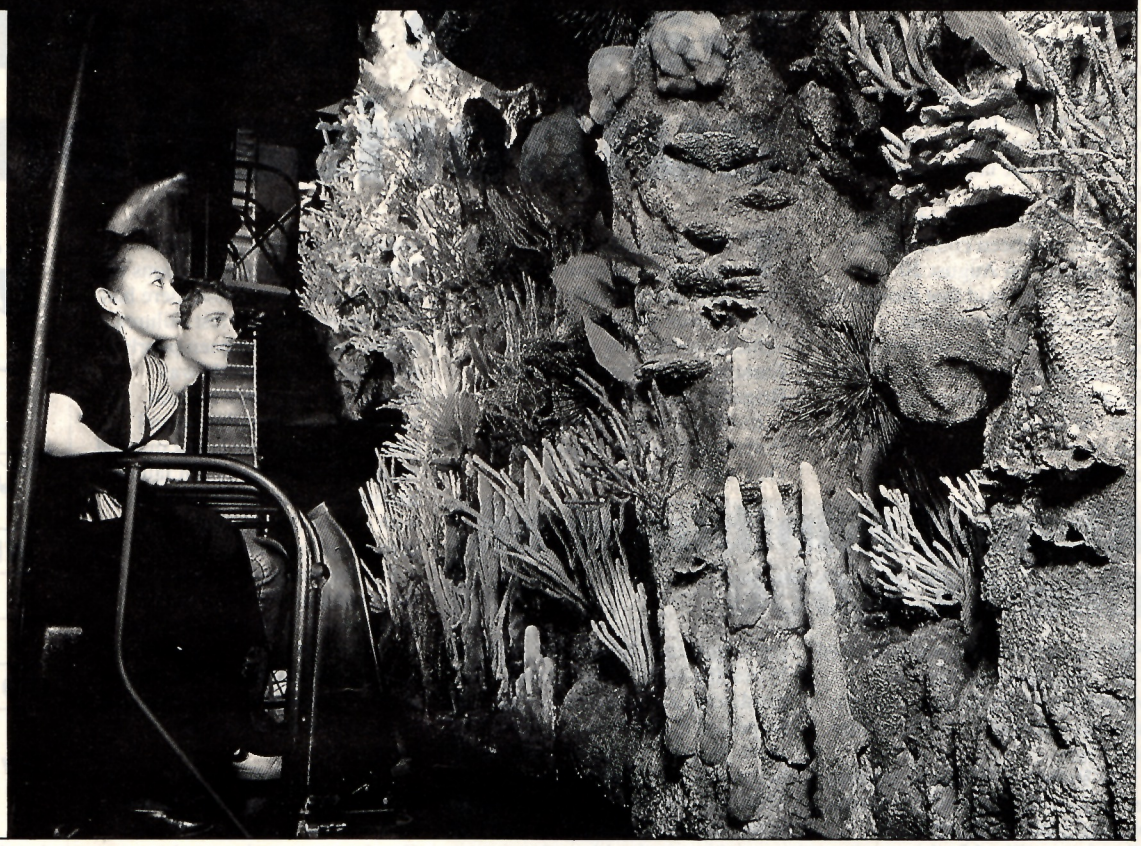

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GIVE YOURSELF A BREAK AND MAKE THE MOST OF OPPORTUNITIES

The short breaks market offers new profit potential for coach operators. Alan Millar finds out what is involved

THE MARKET for short breaks is growing. People are attracted increasingly by almost spur-of-the-moment opportunities to snatch long weekends away from home and even if they do not consider coaches for their main holidays, they will for shorter breaks.

According to British Association of Wholesale Travel Agents chairman Gerry Topiol, most demand is for Friday to Sunday breaks. 'It's more traditional for people to take a Friday off than a Monday.'

Autumn and spring - September to November and March to May - are the most popular times, but winter breaks are gaining in popularity.

'November, December and February are becoming more interesting,' says Topiol.

The holidays are in most parts of Britain, given that northern Scotland breaks really only appeal to other Scots, while Devon is less popular for breaks from the north. They cover northern parts of near-Europe - northern Germany and northern France, Belgium and the Netherlands, with Paris and Amsterdam being the favourite destinations.

The main demand comes from couples aged 40 or more, largely the classic coach holiday age groups, but Topiol sees this as one sector of the market which does offer new and younger customers for coaches. These people use the breaks as second, third or fourth holidays.

The market is price sensitive, unlikely to pay over £100 for a three-day break, but it is probably less demanding than it is of longer holidays.

'I believe the short break market responds to what's offered, rather than demanding what isn't there,' says Topiol. 'That is an important distinction. The public will buy something it likes, but if customers want to go, say, to Austria for 10 days they will want to compare what's on offer.'

Consequently, packages tend to be simple and relatively undemanding - bed and breakfast accommodation in capital cities, half board in other places where there are few restaurants in walking distance; wine and cheese tasting on Continental breaks; dinner dances and theme weekends in Britain; sightseeing and shopping in cities.

Rhineland is accessible for short breaks.

A key feature of the short breaks market is the fact customers do book almost on impulse. Topiol says some customers go looking for weekend break brochures from their travel agent, but many are persuaded by advertisements not only to book on a particular break, but to take the break at all.

That demands a much more urgent approach to promotion and advertising. 'Unlike a 10-day tour for £300, here you're talking to a response market. It has to be a "now situation". You've got to have more pzazz than in the traditional brochure layout.

'If an operator has a combination of short break products, then he should produce a separate brochure. If he puts them in the main brochure, then he has to push the product in a different way. This is more of an instinctive buy.' Topiol believes that leaflets and newspaper advertising have a role to play.

He says the impulse buy short break market has a lot to offer the coach operator. 'He should exploit that more than he's doing now. If he doesn't, then the newspaper offers will bite and the coach operator will lose.'

Forward planning is as vital in this market as in the longer holiday market, even if people book less far ahead. Operators should plan to sell short breaks about three months before they are being run, but as a wholesaler he urges them to book their packages further ahead.

His company, Groupways Leisure, like the other BAWTA members, depends on the coach industry for a substantial slice of its business and uses its buying power to book hotel and ferry short break packages at the same time as it books longer packages. He believes that the wholesale sector is well placed to stimulate the trade with new ideas for short breaks and to cope with demands for late bookings.

Late bookings might not guarantee the most suitable hotels, but he believes a good package can still be put together at the last minute. He illustrates this by saying: 'If someone came late saying he wanted to run a trip to the Prix de l'arc de Triomphe on October 1, he won't get a hotel in Paris, but he will get to the race. We will get good prices and be within an acceptable distance of the event.'

By going to the wholesaler, he argues that the coach operator will get keener prices for short breaks in high season.

When selling short breaks, Topiol argues that operators should make a proper allowance for the coach travel element of their product. Rather than add a percentage mark-up to the wholesale price of the break, he says they should add the full amount for coach travel and still keep the price below the critical £100 barrier.

They should sell insurance separately as a profit generating add-on.

Another end of this market is also beginning to interest enterprising coach operators.

There could well be niche for the operator prepared to combine travel in top-spec executive coaches, maybe with no more than 40 armchair-type seats, with sea travel by cruising ferries on the longer crossings and accommodation in five-star hotels.

These breaks might sell at £300 or more, definitely not in the mass market, but could appeal to people who might never consider coach holidays now, but who could be sold the overall package of pampered leisure. The idea is already exciting the imagination of operators. It might become a profitable reality for some.

With high mortgage rates putting pressure on the main holiday market, coach operators have an opportunity to capture business from people who suddenly feel they can at least afford a few days away. Those who plan for it could reap worthwhile rewards. ▶

The near Continent by ferry

Mike Morgan has compiled a guide...

COACH operators planning minibreak tours may wish to organise the whole itinerary with the help of inclusive arrangements available from ferry companies.

Although the main cross-Channel routes are exceptionally busy during the summer months, there are special offers available on many routes at most times of the year.

With the help of this guide, short breaks, tours and group facilities can be tailored to suit both operator and client.

B & I LINE,
Reliance House,
Liverpool L2 8TP

Tel: 051 227 3131
(Groups) 051 236 2532
Fax: 051 236 0562

Sailings:
Holyhead - Dublin
Pembroke - Rosslare

Group rates:
Arranged by request according to season and number travelling.

BELFAST FERRIES,
47 Donegall Quay,
Belfast BT1 3ED

Tel: 0232 320364/326800
Fax: 0232 332139

Sailings:
Liverpool - Belfast

Special Offers:
Aintree - Grand National/Southport shopping break - April 5-8 - £59 per person (self catering at Pontins Holiday Club, Southport)

Alton Towers - inclusive weekend tours with bed and breakfast at one of three hotels - £59 per adult (£46 under 18) - departure dates April 20, May 11/18, June 1/15/22.

Granada Studios - April 27, May 4, June 6 - £59 per person (£46 under 18) including bed and breakfast accommodation in one of two hotels.

BRITTANY FERRIES,
The Brittany Centre,
Wharf Road,
Postsmouth PO2 8RU

Tel: 0705 827701
(Groups) 0705 753033

Sailings:
Plymouth - Santander/Roscoff
Portsmouth - St Malo/Caen
Poole - Cherbourg

Special Offers:
Winter coach breaks from October to March with hotel inclusive package - destinations; Paris/St Malo/Caen/Rouen

FRED OLSEN LINES
Tyne Commission Quay,
Albert Edward Dock,
North Shields NE29 6EA

Tel: 091 257 9682
Fax: 091 257 9702

Sailings:
Newcastle - Kristiensand-Hirtshals-Oslo
Newcastle - Bergen/Molde-Alesund-Maloy

Special Offers:
4-5 day mini cruises to the west coast of Norway (no meals included). From August 22 to the end of December: senior citizen - £36 for 4 days or £39 for 5 days; adult - £52 for 4 days. From June 20: senior citizen - £85 for 4 days, adult; £122.

Group rates:
Free travel for one in 15 passengers - extra 10 percent reduction on certain low season sailings.

HOVERSPEED
International Hoverport,
Dover CT17 9TG

Tel: 0304 240101
(Group) 0304 240260
Fax: 0304 240099

Flights:
Dover - Calais/Boulogne

Special Offers:
Group accommodation can be arranged on request.

Group rates:
Special tariff system according to dates.

NORTH SEA FERRIES
King George Dock,
Hedon Road,
Hull HU9 5QA

Tel: 0482 795141
Fax: 0482 706438

Sailings:
Hull - Rotterdam/Zeebrugge

Group rates:
Normal ferry crossing rates - hotel telephone numbers available on request.

NORWAY LINE,
Tyne Commission Quay,
North Shields NE29 6EA

Tel: 091 296 1313
Fax: 091 296 1540

Sailings:
Newcastle - Stavanger-Bergen

Special Offers:
4 day trips during April with one day in Bergen - Saturday departures £69 per passenger, Tuesday departures £59 per passenger. (Breakfast included)

Group rates:
10 per cent reductions for 15 to 50 passengers.

OLAU LINE (UK),
Sheerness,
Kent ME12 1SN

Tel: 0795 58O624
(Groups) 0795 666666
Fax: 0795 580624

Sailings:
Sheerness - Vlissingen

Group rates:
Minimum 15 adults - 10 per cent commission.

P & O EUROPEAN FERRIES,
Channel House,
Channel View Road,
Dover
CT1 7 9TJ

Tel: 0304 210004
(Reservations) 0800 414555
Fax: 0304 223223

Sailings:
Dover - Calais/Boulogne/Ostend/Zeebrugge
Felixstowe - Zeebrugge
Portsmouth - Le Havre/Cherbourg
Cairnryan - Larne

Group rates:
One passenger free with 15 or more.

SALLY FERRIES,
Argyle Centre,
York Street,
Ramsgate,
Kent CT11 9DS
Tel: 0843 595522

(Group reservations) 0843 595522
Fax: 0843 589329

Sailings:
Ramsgate - Dunkirk

Special Offers:
Winter season return fares of £5 (Sun-Fri) and £6 (Sat) finish April 6. Special deals are normally available around Christmas.

SCANDINAVIAN SEAWAYS,
Scandinavia House,
Parkeston Quay,
Harwich,
Essex CO12 4QG

Tel: 0255 240240
(Groups) 0255 243243
Fax: 0255 241471

Sailings:
Harwich - Esbjerg/Gothenburg/Hamburg

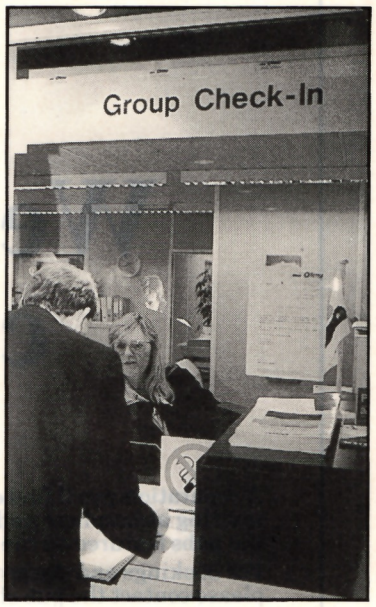
Group rates:
One free for every 10 fare paying passengers on three day trips. Hotel packages can be arranged on request.

SEALINK BRITISH FERRIES,
Group Sales,
Charter House,
Park Street,
Ashford,
Kent TN24 8EX

Tel: 0233 646801
(Groups) 0800 282251
Fax: 0233 646024

Sailings:
Dover - Calais
Folkestone - Boulogne
Newhaven - Dieppe
Harwich - Hook of Holland
Portsmouth - Cherbourg-Guernsey
Weymouth - Cherbourg
Portsmouth/Lymington - Isle of Wight
Holyhead - Dun Laoghaire
Fishguard - Rosslare
Stranraer - Larne

Group rates:
Contact David Smith (sales manager) for details - Tel: 0233 646926.



Show them a good time

One way of brightening up the traditional seaside day excursion is to take in a popular show. Rod Davey reports...

FOLLOWING a pleasant afternoon on the beach or in the pleasure arcades, an evening's show, often featuring famous TV personalities, may be just the thing for your coach party. And seaside shows are often easily accommodated on one-driver excursion itineraries with a later departure time.

Especially where group rates are available, the operator may often offer a package with theatre tickets included - a marketing ploy which may well provide that necessary competitive edge and give a better bottom line. *Coachmart* provides listings of the more popular seaside venues and forthcoming theatrical attractions for this Summer's season.

St Austell
Cornwall Coliseum
072 681-40045.

Comedians, pop groups and family discotheques.

Blackpool
0253-24243/21289.

North Pier - 'Allo 'Allo - starts May 25.
Central Pier - Maggie May with Linda Nolan - starts May 25,
South Pier - Danny La Rue - starts July.
Opera House - Freddie Starr - starts July 12.
Grand Theatre - Little & Large - starts July 7.
Pleasure Beach - Mystique Magic Show (June 29 -) and Hot Ice Show (June 18-The Sandcastle - Keith Harris, Orville & Cuddles - starts May 25.
Plus Tower Circus from May 25.

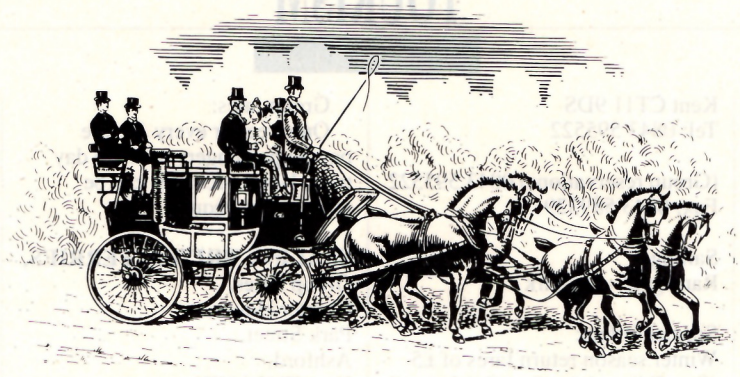
Keith Harris and Orville: In Blackpool from May.

Bournemouth
International Centre, Pavilion and Pier
0202-297297.

Michael Barrymore - July 11 - Sept 8.
Jimmy Jones (Adults Only) - July 2 - Sept 8.
Bread (TV sit-com) - July 16 - Set 22.
Pyjama Tops - May 24 - Sept 22.

Bridlington
The Spa and Leisureworld
George Garner on 0262-67165.

Sundays - Billy Pearce Show (July 8 - Sept 9)
Mondays - Bernie Clifton Show (July 9 - Sept 10)
Tues/Weds/Thurs - Jimmy Cricket Show (July 24 - August 30)
Dougie Browne Comedy Show - July 11, 12, 18 and 12.
Saturdays - Andrew Newton (hypnotist) - (July 14 - August 30) - Todd Miller & his Orchestra - (July 28 - Sept 8)
Leisureworld
Saturdays - Country & Western Shows starting with Raymond Froggett - (June 30 - Sept 15)
Weds and Thurs - Bobby Knutt Comedy Show
Mons and Tues - Childrens'



We've been welcoming coaches for longer than most

A reputation you'll find enhanced in the good food, inviting atmosphere and comfortable surroundings of the pubs featured on the map below.
For bookings and the promise of a warm welcome, please contact the pub of your choice.

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When you next pull into one of the Whitbread Severn Inns featured below, ask the manager for the receipt for your parties meals and return it to us with the coupon below. The first 100 received will be sent a top quality Parker Pen.

Air Baloon,
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Glos GL4 8JY.
Tel: (0452) 862541

Apple Tree,
Woodmancote,
Bishops Cleeve,
CHELTENHAM, Glos.
Tel: (0242) 673277

Ewe & Lamb,
Stoke Heath,
BROMSGROVE,
Worcestershire.
Tel: (0527) 71929

Goytre Arms,
Nantyderi,
PONTYPOOL
Gwent.
Tel: (0873) 880376

Blathwayt Arms,
Lansdown,
BATH BA1 5RR.
Tel: (0225) 421995

The Four Alls,
Welford,
Near Stratford Upon Avon.
Tel: (0789) 750228

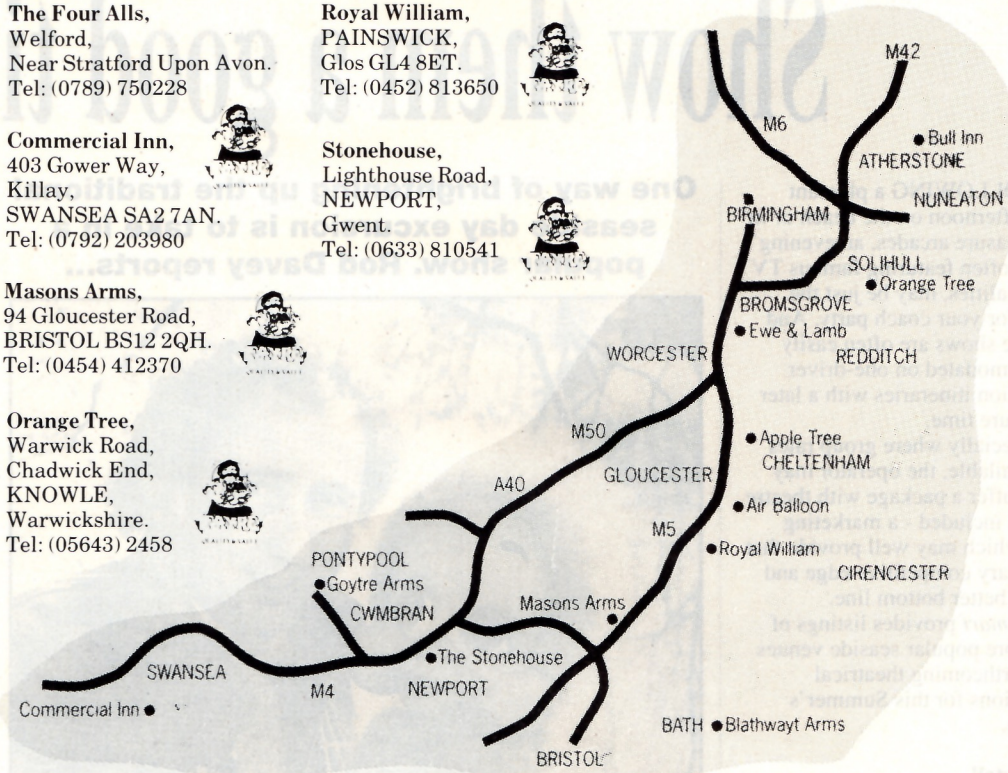
Commercial Inn,
403 Gower Way,
Killay,
SWANSEA SA2 7AN.
Tel: (0792) 203980

Masons Arms,
94 Gloucester Road,
BRISTOL BS12 2QH.
Tel: (0454) 412370

Orange Tree,
Warwick Road,
Chadwick End,
KNOWLE,
Warwickshire.
Tel: (05643) 2458

Royal William,
PAINSWICK,
Glos GL4 8ET.
Tel: (0452) 813650

Stonehouse,
Lighthouse Road,
NEWPORT,
Gwent.
Tel: (0633) 810541



Send to Dept JN, Whitbread, Monson Avenue, Cheltenham GL50 4EL. I enclose a receipt from a visit to a Whitbread Severn Inn and claim my FREE PARKER PEN.

EST^D 1742

Whitbread Inn visited _____ Date of visit _____
Name _____ Company _____
Address _____
_____ Postcode _____

Panto.
Friday Night Spectaculars - with the Barron Knights, Batchelors, Suzie Quatro, Showaddywaddy, and Acker Bilk.
Sundays - Old Time Music Hall.
(Group discounts and costs covered for coaches in the Yorkshire region).

Eastbourne
0323-412000

Hippodrome
The Minstrel Stars - May 10 - June 16.
Thanks for the Memory - July 16 - Sept 29.
Sundays - John Mann Entertains.

Congress Theatre
Sadlers Wells Royal Ballet - May 7-19.
Matilda - May 21-28.
Also shows throughout the season including Cannon & Ball, Ken Dodd, Jimmy Tarbuck, Val Doonican, Chas & Dave, and Norman Wisdom.

Falmouth
Princess Pavilion
0326-311277.

Throughout the season, childrens' shows, male voice choirs, silver band concerts, country and western concerts on Thursdays, dance bands, trad jazz. Admission often free - but group concessions available when admission is charged.

Great Yarmouth

Britannia Theatre
0493-842209.
Cannon & Ball - July 12 - Sept 8.

Wellington Theatre
0493-842244.
Frankie Howerd - dates to be announced.

Margate
Theatre Royal
0843-221913.

Family entertainment - musicals, comedies and thrillers - featuring well-known TV personalities.

Concert programme at the Winter Gardens, with Jazz concerts on Sundays featuring such names as Alan Price, George Chisholm, Georgie Fame, Ronnie Scott, Don Lusher and Kenny Baker, and Kenny Ball.
(Group concessions available)

Morecambe
The Dome and the Carleton Inn
0524-414110.

Mondays - Charlie Williams Show - July 9 - Sept 10.
Tuesdays - Al Jolson's 'We'll Meet Again' - June 12 - 26, Sept 4 - 25.
Wednesdays - Good Old Days Music Hall - May 23 - Oct 3.
Fridays - Elvis and the Rock n' Roll Years - July 6 - Aug 17.
(Group concessions).

Paignton
Festival Theatre
0803-558641.

Joe Longthorne - Mon-Sat - July 9 - Sept 19.

Scarborough,
Futurist
0723-374934.

Whole season - July to September.
Sundays - Ken Dodd.
Mondays - Swinging Sixties Shows - with Gerry and the Pacemakers, Freddie and the Dreamers, The Searchers, Dave Clark Five, Dave Berry and Susan Maugham.
Tues - Sats - Bobby Davro
Late Thurs - Chubby Brown (adults only).

Torquay
Princess Theatre
0803-297527.

Jim Davidson - Mon-Sat - July 7 - Sept 8.
Babbacombe Theatre
0803-328385.

Phantom of the Opera

Weymouth
Pavilion Theatre
0305-772444.

Jimmy Cricket Laughter Show
July 16 - one week.
Sept 3 - one week.

Jimmy Tarbuck TV Laughter Show
July 23 - five weeks.

Skegness
Embassy Centre and Festival Pavilion
0754-68333.

Thursdays - Ken Dodd Show
Sundays - Cannon & Ball (from end of July and throughout August).
Plus Good Old Days (Mon, Tues, Wed)
Babes on Broadway with Janel Sutton (Fridays).
Summer panto during July, August and early September.
Wrestling every Tuesday.

Theme parks can be dream parks

THEME parks are possibly the most universally-acceptable attractions, catering for the tastes of a wide range of age groups. Mark Williams takes a look at Britain's best... and a few abroad.

IT'S HARD to beat theme parks as a one-day excursion venue. One drop-off, one pick-up, and the job's just about over.

Over the past few years, theme parks have become very good at entertaining their captive audiences for an eight-hour stretch. There is now a lot more to them than just white-knuckle rides and funny costumes. It's a simple question of maximising profit: keep the punters busy and you can make the most of their leisure time.

The face of theme parks may be changing, too. They are no longer simply permanent fairgrounds. Many have taken the theme aspect very seriously and instead of roller coasters offer rides more on a par with the ghost train - labarinthine caverns which as much educate as thrill the children.

The benefits of the policy to keep 'em on their toes all day come back to the tour operator in many ways, one of which is the simplicity factor, the other a group of tired, but happy passengers at the end of the day.

Theme parks are, by definition, well able to cope with groups of any size, with virtually no advance notice. They all offer group discounts - to help operators maximise profits - and some even offer cash help for advertising of excursions. It's in their interest to ensure that adverts give sufficient prominence to the park's name, and attract custom.

Such is the popularity of theme parks that there is now one within a couple of hours of virtually any operating base, or any major city. This makes the excursion a one-driver job, and this in turn enhances the perceived value of the trip to the customer.

Only one obvious problem surfaces when the operator plans a theme park excursion... which one to use. Theme parks are 'faddy' creations. They are instant thrills and, like most one-minute wonders, they aren't quite as popular second or third time around. There is always bound to be a coachload of potential punters for them all, but as each new ride is installed, the loyalties change from one park to another.

It is useful to keep in touch with these minor trends via the trade press, tourist offices, and by direct contact with the theme parks. Make sure you are on their mailing lists and you might find yourself a step ahead of the operator who is not.

Few operators are running trips to Europe's theme parks... so far. Yet they have much to offer and are now catering, language-wise, for a predicted upsurge in interest from the UK. The down side of running a theme park excursion to France, for instance, is the time taken to reach the destination and the extra organisation required.

There are hidden assets in such a trip. First of all, the operator can get group rates not only on the entry to the park, but also on hotel accomodation and the ferry crossing. That adds up to more profit. The trip could, for instance, take in a couple of hours at the hypermnarket on the way home. Again, the customer's perception of this cost-free addition to the itinerary is one of 'better value'.

Those who believe trips to European theme parks won't take

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The whole day long, there's live entertainment, fascinating shows, and attractions by the score.

Which is something people will be queueing up for – after seeing our extensive TV and press advertising.

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COMPANY _____

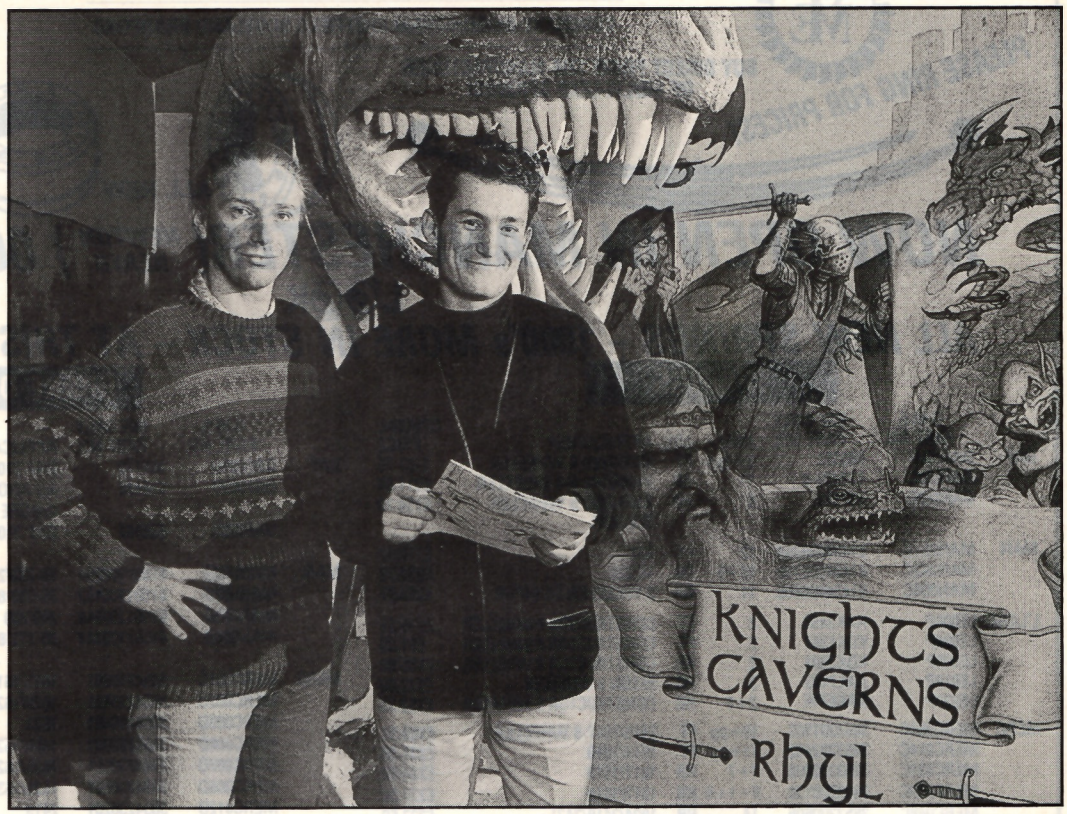
ADDRESS _____

_____

POSTCODE _____ TEL: _____

off this year and next better stand well back. The urge to get abroad, have an undemanding day's fun, a night at the hotel bar, and come back with a crate of French wine will be hard for many to resist.

Trips to theme parks offer one other, but significant, benefit to operators: they get young people on to coaches at a time when coach transport is regarded by many as something for the retired. Who knows? Your private hire customers for 1995 might be on the back seat, so make the trip to and from the venue as comfortable and enjoyable as coach travel can be.



Rhyl's Knight's Caverns is one of the newest theme parks... but don't expect a roller coaster. Instead, the creators have opted for damatic audio-visual displays, drawing on space-age tecnology to build the £2 million attraction. It opens at Easter.

UK THEME PARKS AND LEISURE VENUES

Aberdeen Amusement Park,
Aberdeen,
Scotland Tel:0224 595910

Alton Towers,
Alton,
nr Staffs Tel:0538 702200

Arbroath Pleasureland,
Abroath,
Scotland Tel:0241 72730

The American AdventureTheme Park,
between Derby & Nottingham,
Derby Tel:0773 769931;0773 531521

Barry Island Pleasure Park,
South Glamorgan,
Wales Tel:0446 732844

Bembons Amusement Park,
Margate,
Kent Tel:0843 227011

Blackpool Pleasure Beach,
525 The Promenade,
Blackpool Tel:0253 41033

Cadbury World,
PO Box 12,
Bourneville,
Birmingham Tel:021 433 4334

Camelot Theme Park,
Charnock Richard,
Chorley,
Lancs Tel:0257 452090

Clacton Pier,
Clacton on Sea,
Essex Tel:0255 421115

Chessington World of Adventures,
Chessington,
Surrey Tel:0372 729560

The Deep Sea Adventure,
Old Harbour,
Weymouth,
Dorset Tel:0305 760690

The Dome Leisure Park,
Bawtry Road,
Doncaster Tel:0302 370777

Drayton Manor Park,
Tamworth,
Staffs Tel:0827 287979

Flambards Theme Park,
Culdrose Manor,
Helston,
Cornwall Tel:0326 574549

Great Yarmouth Pleasure Beach,
Great Yarmouth,
Norfolk Tel:0493 844585

Gullivers Kingdom,
Matlock Bath,
Derbys Tel:0629 55970

The Jorvik Viking Centre,
Coppergate,
York Tel:0904 643211

Knight's Caverns,
38 - 41 West Parade,
Rhyl,
Clwyd Tel:0492 860298

Lightwater Valley Theme Park,
North Stainley,
Ripon,
Yorks Tel:0765 85321

London Zoo,
Regents Park,
London Tel:01 722 3333

Pleasurewood Hills,
Lowestoft,
Suffolk Tel:0502 513626

The Scotch Whisky Heritage Centre,
The Royal Mile,
Edinburgh Tel:031 220 0441

Spanish City,
Whitegate Leisure,
Whitley Bay,
Tyne and Wear Tel:091 252 3346

Thorpe Park,
Staines Road,
Chertsey,
Surrey Tel:0932 562633

Wicksteed Park,
Kettering,
Northants Tel:0536 512475

Windsor Safari Park,
Winfield Road,
Windsor,
Berks Tel:0753 830886

OVERSEAS PARKS AND VENUES

FRANCE (PARIS AREA)

Futuroscope,
Contact Jacques Champenier
Tel:010 3314 753 8627

La Belle Epoque,
Contact Daniel Baumann
Tel:010 3314 963333

Parc Asterix,
Jean Pierre Renare Tel:010 3314 4623131

Parc Oceanique de Cousteau,
Contact Mr. Cornu Tel:010 3314 026 1378

BELGIUM

Atomium (Brussels),
Contact Luc Peters Tel:010 322 477 0211

Bellewaerde (Iper),
Contact Gino van Suit
Tel:010325 746 7491

Brugge Holding (Brugges),Contact Brian Maxwell Tel:010 325 034 2284

Miniture Europe (Brussels),
Contact Mr Kindermanns
Tel:010 322 478 2675/0550

Walibi (Wavre),
Contact Mr del Marmorl
Tel:010 321 041 4466 ■

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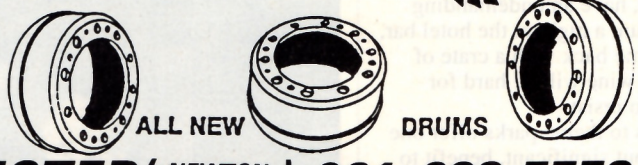

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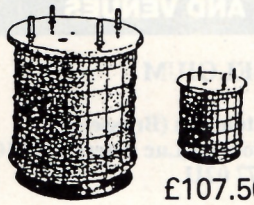
	DAF020C	179426-4	11	RR	2100/2300 6-8 WHEELER	£211.64
	DAF022C	667198	6	RR	2300/2800 6 WHEELER D.SLIDE	£154.70
MAN	MAN001C	81434009354	12	FT	232	£118.52
	MAN002C	81434006748	12+5	RR	16,232	£229.32
	MAN006C	81434006666	11	RR	8 WHEELER DUMPER	£253.97
L'LAND	LE006P	HAK3455	2	FT	CONSTRUCTOR 6 WHEELER	£118.25
	LE008P	KDK1367	2	FT	CONSTRUCTOR 8 WHEELER	£91.38
	LE009P	KDK3801	2	RR	CONSTRUCTOR 8 WHEELER	£155.88
	LE010P	AAL7403	3	RR	BISON 6 WHEELER	£172.00
	LE027P	KAK8796	2+1	RR	CONSTRUCTOR 6 WHEELER	£152.33
MERC	MERC004C	3853201902	10+pp	FT	2419/1617 8 WHEELER	£169.31
	MERC014C	3853202402	11+pp	FT	1617/1619	£231.39
	MERC031C	3853200208	7+7	RR	1617/1619	£324.50
	MERC039C	3853200108	6+1+5	RR	1617/1619	£227.50
	MERC048C	3853200605	14	RR	1924/2419/2421 6-8 WHEELER	£227.50
	MERC001P	6173200902	4+1pp	FT	T.UNIT 1625/2419/2025	£161.25
	MERC002P	6173200908	2+2	RR	T.UNIT 1617/1625/2419	£172.00
	MERC004P	3893200908	3+2	RR	T.UNIT 1633/2033	£301.00
SCANIA	SCAN001C	135022	11	RR	LB81-111	£156.52
	SCAN003C	182563	9	FT	80M TO 146 T.UNIT	£160.84
	SCAN014C	270001	8	RR	82M 8 WHEELER	£136.50
	SCAN018C	270999	8	RR	782/111/112/140/142 8 WHEELER	£154.70
	SCAN019C	272942	6+1	FT	82M TO 142 RIGID	£136.50
	SCAN027C	308451	9	FT	82M 8 WHEELER	£160.84
VOLVO	VOL004P	257368	2	RR	F7/F10/6×4/8×4	£177.38
	VOL012P	8393975	2	FT	F7/F10/8×4	£96.75
	VOL025P	257453	2	RR	FL10 8×4	£284·88
	VOL026P	257452	2	RR	FL10 6×4	£284.88
	VOL031P	257443	2	FT	FL10 8×4	£215.00
	VOL034C	257950	8	FT	F7 6 WHEELER	£145.13
	VOL046C	6866070	9	RR	F7 6 WHEELER	£253.97

BRAKE DRUMS

	G.M.E. PART NO.	REF ONLY PART NO.	APPLICATION	POSITION	SPECIAL PRICE
DAF	DAF003D	191173	DAF 2100/2300/2500	REAR	£64.07
	DAF007D	638161	AS ABOVE BUT WITH C/BORE	REAR	£64.07
	DAF009D	638167	DAF 2100/2300/2500	REAR	£59.42
MAN	MAN002D	81501100101	16-232/240/280	REAR	£58.14
	MAN003D	81501100102	30-232 8 WHEELRS	REAR	£64.16
	MAN005D	81501100144	240/280	REAR	£67.76
	MAN006D	81501100147	30-232 8 WHEELERS	FRONT	£57.02
MERC	MERC001D	3054210001	1617/1619/1625/2419	FRONT	£58.71
	MERC002D	3054210101	1626/1628/1632	FRONT	£57.02
	MERC003D	3054210401	1633	FRONT	£57.02
	MERC006D	3464230001	1626/1628/1632	REAR	£64.16
	MERC007D	3464230101	1626/1628/1632	REAR	£58.14
	MERC008D	3464230501	1625/1633	REAR	£58.14
	MERC012D	3834230201	2419	REAR	£58.06
	MERC013D	3834230301	1617/1619	REAR	£70.86
	MERC014D	3834230501	1617/1619	REAR	£74.24
	MERC023D	3103560702	608D	REAR	£77.64
	MERC015D	8174230101	1625	REAR	£65.00
R.OWEN	R0002D	21028963	RUBERY OWEN LOW LOADER		£52.22
	R0003D	21018986	RUBERY OWEN LOW LOADER		£46.23
	R0005D	21021114	RUBERY OWEN LOW LOADER		£46.23
SCANIA	SCAN011D	305406	LB111/LB141/P142	REAR	£80.89
	SCAN013D	360568	P82, 92M	FRONT	£69.34
	SCAN015D	342880	P112, 92M	REAR	£120.18
	SCAN016D	360572	LS111		£92.45
	SCAN018D	360573			£112.88
VOLVO	VOL003D	352786	F10	FRONT	£64.18
	VOL004D	352787	F10	REAR	£68.68
	VOL005D	352788	N10	REAR	£56.50
	VOL008D	1577439	N10	REAR	£64.26
	VOL024D	6779272	FL6-16	REAR/FRONT	£64.26
	VOL028D	1599679	FL7 8 WHEELER	REAR	£88.99

AIR BAGS



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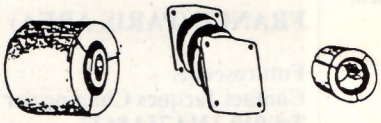

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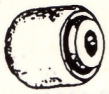

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CAETANO TIE-UP ON TWO-WAY COACH

A TIE-UP between Caetano and virtually unknown Dutch truck chassis builder De Loof has produced an incredible 'push me pull you' double-ended coach - which is about to enter service on express routes to Poland.

The vehicle is apparently the result of De Loof's research into 4WD non-articulated trucks, which it hoped would corner better. It was while the company tested the mid-engined chassis that it built a set of controls into both ends to assess its stability travelling in both directions and discovered additional benefits.

The coach version can be driven into the smallest depots without a reversing manoeuvre. It can be invaluable, says Caetano UK, for country routes and can be parked into the smallest space by using both sets of steering wheels.

'We were very happy to be involved with this project,' said Caetano's sales director Alan Page, who is understood to have identified its sales potential for the current upsurge in cross-Channel express travel and is responsible for its worldwide sales campaign.

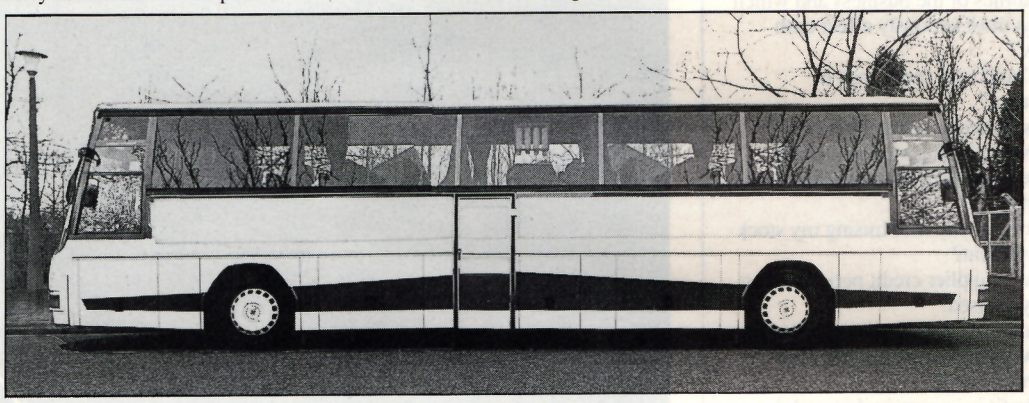
During normal use, the 'rear' wheels are locked into a centred position and two-wheel drive engaged. In difficult situations such as snow, in gears one to four, 4WD can be used. But the coach really comes into its own when using all four wheels for steering.

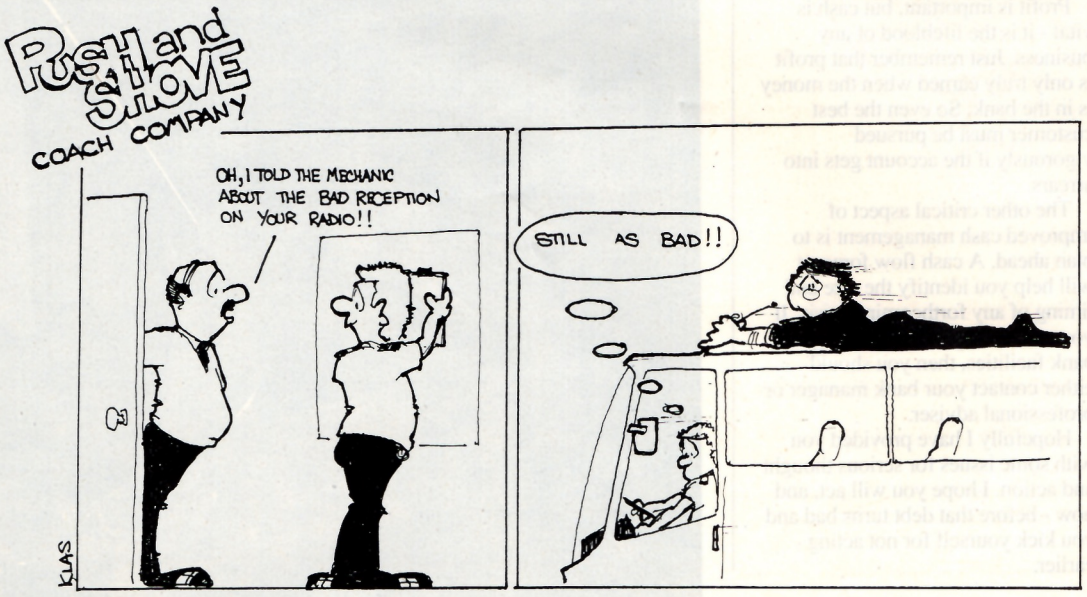
A complex combination of electronic monitoring and a steering shaft link the two steering axles, so that a single driver can quite literally make the coach move sideways. Electronic infra-red units on each corner give the driver information about the space he has to manoeuvre and can be set to apply the brakes if a collision is imminent.

The vehicle has been tipped to be a best-seller elsewhere in the UK market because it can be equipped with left-hand drive at one end, right-hand drive at the other. This is, in fact, easier to manufacture than a LHD/LHD version.

Weight distribution on the vehicle is almost perfect, and means that it can be stretched into a 100-seater without difficulty, and without compromising safety. There are even plans to make a four-wheel steer version.

The system has been codenamed Advanced PSV Relayed Initiation Link, and the innovative 4WD incorporates the Four-wheel Operating Opposing Lock system currently in use with cars.





Heidi seeks PSV licence

MEET Heidi....the little girl who is East Berlin's answer to the acute shortage of bus drivers caused by the East German exodus to the west.

Heidi, aged 14, is the first of the new regime's 'Kinderkonducteren' - children who have been combining school work with time behind the wheel. For Heidi is mixing biology with buses as she trains for her PSV licence, allowed under emergency rules.

The regulations allow any child over 14 to work up to three hours a day if the job is one required for the new Germany. East Germans are taking this at face value and Heidi's PSV licence will be valid if she decides to spend her homework time on the road.

Now, the BCC says that the licence will be valid throughout Europe should East Germany become part of the EEC.

'It's very worrying,' said the BCC's David Watson. 'I'm not sure that British bus drivers will take very kindly to competition from East German schoolchildren.'

Profits are important, ready cash a necessity

By Phil Jackson of Grant Thornton Chartered Accountants

DON'T say 'cash flow' - they won't understand that. Just stick to 'profit and loss'.

This was the advice given to one of my colleagues recently, while preparing for a radio interview.

Unfortunately, there was probably more than a grain of truth in the comment.

Whereas profit and loss can be understood equally well by the man travelling on the bus and the managing director of the bus company, cash flow may be familiar only to the managing director.

Even then, all too commonly, keeping a close eye on future cash requirements is not considered a central part of the management or accounting functions.

'But the world of business operates on credit' I hear you cry, and so it does.

However, your employees may not be too interested in that; they still expect to be paid on time. Your suppliers do not have unlimited patience and your bank manager will only go so far.

You may be lucky. You may succeed without some form of cash management, simply because your business is a winner, but your fortunes may change.

Few text books will recommend running a business on the basis of luck rather than control.

If senior management time is being spent dealing with crises caused by unexpected shortages of cash, then senior management time is being wasted.

Every hour spent sorting out the problem is an hour not spent looking for new business, working on the development of existing business and planning for the future.

Again, an unnecessarily high overdraft means that unnecessary interest is being paid.

Understanding and operating a smooth and effective cash cycle in your business is every bit as important as the equivalent control of the day to day running of your buses and coaches. If you know how a system works, then you can tackle problems effectively.

The most drastic result of a poor cash flow may be insolvency, of which there are two definitions.

One is that liabilities exceed assets. The other is an inability to pay debts as they fall due.

The first definition is essentially based on profit and loss; the second is based on cash flow. In practice, it

Phil Jackson

is the second test that is most commonly used - running out of money has a harsh reality about it, unlike asset values which can be the subject of endless academic interpretations.

So what can you do to improve cash flow and prosper? After all, at present rates of interest, a £50,000 reduction in debtors can save around £9,000 each year in interest charges.

Firstly, you should critically examine your business. Ask yourself the following questions:

Do I really understand the dynamics of the business and which areas most seriously affect cash flow?

Could I get more cash in advance?

Is someone responsible for actively chasing all debts which have gone beyond my normal credit terms?

Am I really minimising my stock investment?

Are supplier credit periods being fully utilised?

Just how do I set about collecting slow-paying accounts that I am worried about?

Profit is important, but cash is vital - it is the lifeblood of any business. Just remember that profit is only truly earned when the money is in the bank. So even the best customer must be pursued vigorously if the account gets into arrears.

The other critical aspect of improved cash management is to plan ahead. A cash flow forecast will help you identify the size and timing of any forthcoming crisis. If you cannot stay within your agreed bank facilities, then you should either contact your bank manager or professional adviser.

Hopefully I have provided you with some issues for serious thought and action. I hope you will act, and now - before that debt turns bad and you kick yourself for not acting earlier.

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Be smart and keep a clean fleet

BRIAN Juffs, the fleet engineer at express coach operator Armstrong Galley of Newcastle upon Tyne, has firm views on the image he wants the public to have of his coaches.

He says: 'Once a coach is out on the road, there's nothing you can do to stop it getting dirty. What's of critical importance is that it shouldn't start out dirty when it leaves the depot.'

The company is well known for its Newcastle-London Clipper service, which uses a fleet of six MCW Metroliner double-deckers, but it also has 18 single-decker coaches running on a variety of scheduled and private-hire duties.

Juffs expands on his approach by pointing out: 'A coach can go through a mud slick or pick up a load of road salt before it even gets out of town. There's no point in thinking you ought to be running along behind it with a hose.'

On the other hand, he is adamant that the coach should be presented in a clean and smart condition when it first picks up its passengers. He said: 'We want to build up customer confidence, so that people will come back to us for their next trip. That means providing a vehicle that starts out with the right image.'

The nature of the work certainly makes this a challenge. The Metroliners run up to 160,000 miles a year, and the service requirement never sinks below four vehicles a day, rising to six in the summer peak and up to ten at busy times (when single-deckers are drafted in).

Armstrong Galley is a subsidiary of Busways Travel Services, the now-privatised transport operation that was once part of Tyne and Wear Passenger Transport Executive.

Juffs, who was latterly with BET's Manchester Minibuses operation, is fleet engineer of the whole business, so he is able to tackle coach cleaning against the background of keeping the whole fleet presentable. However, he considers bus cleaning and coach cleaning as two quite separate tasks, involving different methods and priorities.

He said: 'Actually it's easier to clean coaches than buses, at least superficially. Coaches are like big boxes when you really get down to it. They tend to have smoother contours than buses, and fewer sharp edges. Certainly you don't get the age-old problem of cleaning round the rear engine bustle on Atlantean and Fleetline double-deckers.'

However, Juffs feels that coaches demand a more rigorous approach than buses. Tyne and Wear's buses tend to be cleaned in fixed drive-through washes, which are fast but in his view not thorough enough for coaches.

For the coach fleet, he has made a point of installing travelling gantry washes to supplement the drive-through washes at all four of the company's main bases. He has chosen the Wilcomatic Monarch system, which gives a backward and forward pass in each cycle, providing thorough front and rear treatment as it goes.

Strong chemicals are not essential, in Brians Juffs' opinion. He said: 'If you give the coaches a regular high-pressure water and brush wash, dirt never has the chance to become engrained.'

The unwritten law at Armstrong Galley is that each coach is given a wash every time it returns from a trip. He added: 'Let's face it, there are times when one slips through; but by and large we're pretty successful at catching them as they come in.

Internal cleaning still relies on age-old methods - vacuum cleaning and a bucket and mop. This too is done each time the vehicles return home. The driver does his own superficial clean-up, then a small team of up to eight cleaners takes over. Juffs said: 'We do an inspection every ten days, and deep-clean the coaches at regular intervals.'

To some extent, it is necessary to draw a fine line between image and practicality. He said: 'Arguably a vinyl floor is easier to keep clean than carpeting. We find that carpets in our front-line ▶

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coaches only last a year to eighteen months, then we have to replace them. There's no point in being squeamish about it - it has to be done.' But he admits that vinyl floors can quickly become messy and unattractive in wet weather. He said:'Whatever material you choose, it will have an element of compromise about it. One area is of critical importance in coach cleaning, and that's the step well. If you don't keep anything else clean, that should be. It's the first part of the coach that a lot of customers see, and it colours their impression of the whole vehicle.'

Armstrong Galley suffers a disadvantage in cleaning terms at the London end of its Clipper route. The vehicles simply pull on to a bus stop in Victoria, with no cleaning facilities in sight.

Juffs takes a sanguine view. He said: 'It's not practicable to do any cleaning there, so we don't attempt it. We view the round trip as a single journey, and let the cleaning wait until the vehicle gets back.'

It is perhaps one penalty for a remarkably trim operation in which costs are held to a minimum. In defence of the company, many customers for the northbound trip originate in the North East, and will probably have gained their impression of the Armstrong Galley fleet long before they book the return trip. So the company is by no means reliant on the image presented to London's passing trade.

Perhaps surprisingly, the coach fleet (like the entire bus fleet) is still brush-painted with a polyurethane finish. 'Nobody does it better,' Juffs says, adding that he feels that the frequent washing does not in itself damage the finish. 'It could suffer more with neglect.'

However, he accepts that a two-pack acrylic finish might extend paint life beyond the two years that is typical now. It would also represent an extra dimension in the Fleetsure maintenance package that the company is now offering to outside truck and bus operators. 'We're looking at that for the future,' he says.

The company designs and also cuts its own vinyl lettering, using a PC-based computerised design system called Omnitext. This, too, is offered to outside customers through a division called Busways Marketing. Vinyl presents no problem at all in cleaning terms, according to Juffs. He said: 'You get peeling if you use a cheap product, but ours adheres as well as if it were painted on.'

Although diversification is seen as essential to Busways' future, image clearly remains central to its philosophy. Juffs concludes: 'Whatever opportunities are out there for us, 'our future lies with the way we present ourselves.'

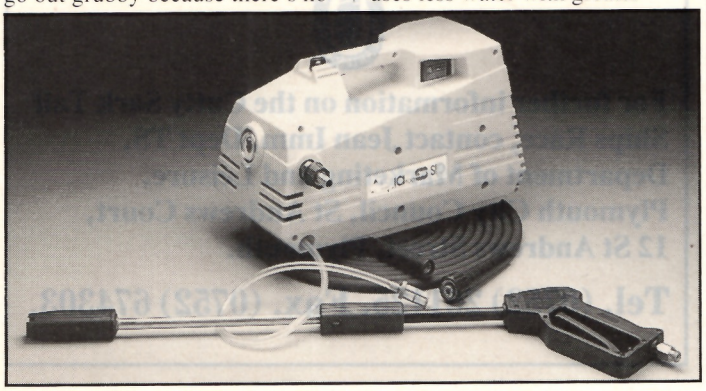
Call for a clean-up

VEHICLE cleaning is very definitely one area of coaching in which your coat should be cut according to your cloth.

Washing systems can consist of a bucket, brush and chamois plus the services of Fred the retired driver, or be a permanent, automatic washer which will put a shine on a vehicle in five minutes. In terms of speed, Fred cannot keep up, but in cost terms, you may find he's cheaper.

It is clearly time for a change when your coaches are having to go out grubby because there's no time, or no staff, to clean them. It's hard to quantify the cost of customers seeing dirty coaches, but the pride factor alone is enough to get most operators leafing through the Vehicle Washing section of Coachmart's classified ads.

The next step up from Fred and his bucket is the pressure washer, or steam cleaner. This electrical pump simply delivers water - hot, cold or sometimes with detergent - through a small nozzle or a brush head. There are several advantages over a hosepipe. It uses less water with greater efficiency. In low-pressure areas, the hose might not squirt up to roof level. And such is the pressure that it can remove wheel-arch grime and oil with ease - or even clean engines.



Less versatile, but more efficient at bodywork cleaning is the conventional 'car wash' style system. This can be a single, upright revolving brush with water feed jets which is manually propelled along the side of the coach, or can be a full gantry system with roof brushes. You pays your money...

One thing is certain, though. Good though the automatic washing systems are, they can't beat Fred's spit-and-polish approach. If anything's going to put that final shine on a coach after the washer has done the donkeywork, it's Fred's chamois and a tin of wax!

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Car Wash Controls, The Grange Farm, Grange Road, Bromley Cross Bolton BL7 9HX, Tel:0204 53612.

Chassijet Ltd, 6 Maybrook Road Estate, Birmingham Road, Stratford upon Avon CV37 0BT, Tel:0789 415515.

Image, Debmarc House, London Road, Staines TW18 4HR, Tel: 0784 456431.

Trafalgar Ltd, Unit 4, Gillmans Industrial Estate, Billinghurst, Sussex, Tel:0403 785111.

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PLYMOUTH AHOY!

Plymouth, with its magnificent Hoe, historic Barbican and pedestrianised shopping centre, is always an ideal venue for a day out. This year, however, a visit to Plymouth is a MUST. In July Plymouth hosts a truly spectacular event – the start of the Cutty Sark Tall Ships race.

Cutty Sark Tall Ships Race
Plymouth
4 - 7 July

The magnificent fleet of large square-rigged ships, barques, brigs, schooners and other vessels will be berthed in Plymouth from 4 July until the start of the race on 7 July. The ships will be moored in and around Queen Anne's Battery and will be crewed by more than 2,000 young people from many countries. They will be open to the public from 2-4pm on 4,5,6 July and there will be a full daily programme of entertainments at Queen Anne's Battery.

A dazzling water tableau with fireworks will light up the Sound at 10pm on Friday, 6 July and on Saturday, 7 July a Parade of Sail will 'pass out' through the Sound at 11 am before the start of the race at 3pm. Good viewing point for the start, which is outside the Sound, will be Staddon Heights and Rame Head.

Your day out could include a visit to the highly acclaimed Plymouth Dome on the Hoe or to the many varied displays and exhibitions which will comprise Armed Forced Week on the Hoe Promenade.

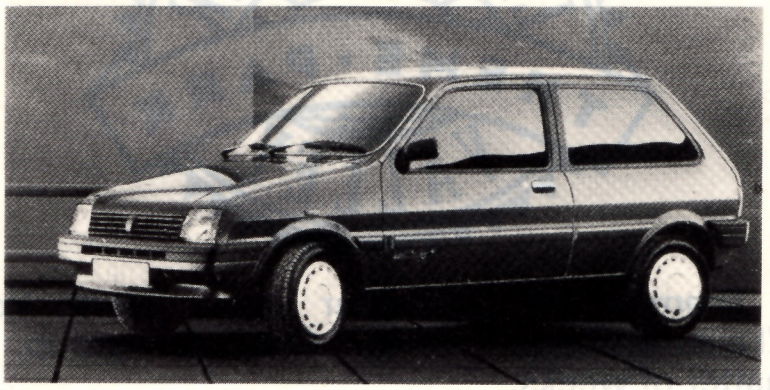
For further information on the Cutty Sark Tall Ships Race, contact Jean Imm, Dept TS, Department of Marketing and Leisure, Plymouth City Council, St Andrews Court, 12 St Andrews Street, Plymouth.

Tel. (0752) 261125. Fax. (0752) 674303.

Still time to enter!

Drive a coach?

Win a Metro!



— in the MICHELIN —

Coach Driver of the Year competition 1990!

3rd Heats and Final at the British Coach Rally, Southampton, Saturday & Sunday 28/29 April

The Michelin Coach Driver of the Year Competition is being held as part of the 36th Sealink British Coach Rally at Southampton on 28/29 April and is designed to demonstrate and exercise the skill of Coach Drivers.

Heats on Saturday 28th April will involve entrants driving manual gearbox 12 metre coaches (or a minibus) supplied by Daf & Leyland Daf Vans through set exercises. Penalties will be awarded for failure to undertake tests as stipulated or striking cones and other street furniture. In the event of a tie the entrant taking the shortest time to complete the course will be the winner although precision rather than speed will be the priority.

The final, on Sunday 29th April, will involve the top four competitors driving vehicles provided by their employers which must also be entered in the Road and Concours d'Elegance sections of the rally (see below). The entry fee of £10.00 for the *Coach Driver of the Year* competition is included in the £50.00 entry fee to the Sealink British Coach Rally.

PRIZES *The Michelin Coach Driver of the Year 1990 will receive a new Metro motor car! Heat winners will receive cash awards of £100!*

Operators - have you entered the *Coachmart* Coach of the Year coach competition?

Your coach could win the prestigious *Coachmart* Coach of the Year title, an imposing trophy and marketing support worth £2000. There are also several other class awards. To be eligible, you must have also entered a driver in the *Coach Driver of the Year* competition and taken part in the road run starting at Fleet on Saturday April 28. The combined entry fee is £50, of which the driving test entry fee is £10.

SEALINK BRITISH COACH RALLY 1990

COMPETITION ENTRY FOR THE MICHELIN COACH DRIVER OF THE YEAR AND *COACHMART* COACH OF THE YEAR

ENTRY FEE £50.00 (includes £10 for Coach Driver of the Year and £40 entry fee for the Sealink British Coach Rally and for the *Coachmart* Coach of the Year Competition.)

Type of vehicle to be driven ..... Minibus/12 metre Coach (delete as appropriate)

Entrant: .....

Company: .....

Address: .....

..... :First PSV Licence Issued .....

return to: The Organiser, Sealink British Coach Rally, Bolas Bridge Cottage, 26 Great Bolas, Shropshire TF6 6PQ

For more details ring 0952 83644

ADVANCED NOTICE!

Award winning Theme Park Lightwater Valley (North Yorkshire) will be launching the 'Leisure Force Privilege Card' for group, tour and coach operators in a matter of weeks.

The privilege card will be your way of developing new business to this established national attraction during the 1990 season.

The Leisure Force card will provide operators with a unique incentive scheme that will expand business to the North of England's leading Leisure Park and put more money in your pocket at the end of the day.

At Lightwater Valley you pay once for over 80 rides and attractions themed into 125 acres of country park, lakeland and woodland. White knuckle thrills, live entertainment, action and adventure all combine to provide visitors with the best day out in the country.

1990 sees the opening of the biggest rollercoaster in the world. Covering 44 acres of the country park, this new world rated attraction will be twice as long and almost three times as high as any other modern British rollercoaster.

There has never been a better time to visit Lightwater Valley.

Please complete and return the following form for details of Leisure Force and Lightwater Valley.

NAME.....

COMPANY.....

ADDRESS.....

.....

.....

TELEPHONE.....

Return to David A Thornton, Marketing Manager, Lightwater Valley Theme Park, North Stainley, Ripon, North Yorkshire HG4 3HT.

Telephone 0765 85321

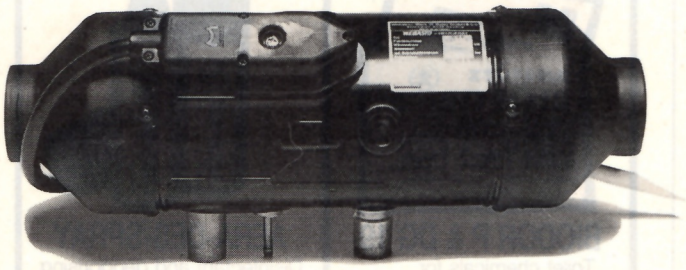
LF1

Don't get in a Paddy ring BP!

BP'S HELPLINE is handling 500 enquiries about its lubricants every day, says the oil company.

The Lubricants Hotline - using a local-charge 0345 number - helps any caller decide which BP product will suit any application. The team, headed by BP man Paddy Taylor, can aid any workshop query and end doubt over the oils and lubricants currently in use. The number is 0345 0233339.

Webasto will keep you warm

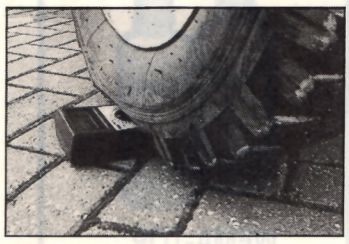


SMALLER than most heaters, the Webasto HL18 is ideal for use for cab or bunk heating during overnight stops. Designed for trucks, it may also have some application in the bus industry, particularly with minicoaches which require warming up before taking on passengers. So low is the fuel and battery power consumption, that the 1kw reduced heat mode of the HL18 can be used throughout the night. Contact Suzanne Cooper on 0302 322232.

Emergency hotline

TYRESERVICES Great Britain reports an upsurge in the number of coach companies using its Actionline nationwide roadside service. The 24-hour call-out facility - which uses computers to track down the right tyre - takes only minutes to despatch a fitter and could feasibly save the day for a coachload of passengers on the way to the airport. Details of Actionline are from any Tyreservices Great Britain dealer.

Tester so tough

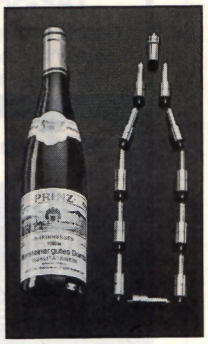


SQUASHED multi-testers may not be a feature of every workshop floor, but these electronic instruments can be delicate. Kane-May's DM310 is not indestructable, but as the picture shows, can withstand quite severe treatment including being dropped ten feet to the ground. The multi-tester measures 33 ranges, including DC Volts, DC current, resistance, AC Volts, AC current and continuity. Kane-May is at Welwyn Garden City. Tel:0707 331051.

Get sozzled with nozzles

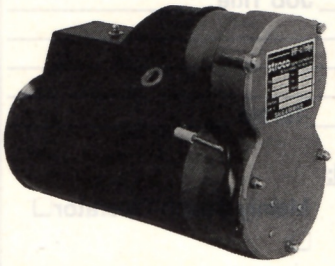
LUCAS is giving away bottles of Niersteiner wine with orders for a dozen of its injector nozzles.

Lucas points out that nozzles in good condition can lead to more economic running, reduce service costs, and lessen exhaust emissions. What's more, says Lucas, reconditioned nozzles cannot provide the same efficiency as new.



Economic heater

BRADTECH'S Stroco 6000D bus heater weighs in at just 5 kilos yet is powerful enough to provide warmth for a 30-seater. Output is around 6 kw, using just 50 watts of the vehicle's electrical power and with very low diesel consumption. The boiler is made from stainless steel and comes with wiring, thermostat, silencer, control unit, clips and separate circulation pump. Contact William Bradburn. Tel:0785 282800 for details.



Band together and keep in touch

SECURICOR Communications is offering a Band Three radio system which allows 99 mobiles to communicate with one base station and with each other. invaluable for some larger operators.

Band Three Radio is said to be the first realistic alternative to the Cellnet - though it must be added that Securicor has a financial stake in both. Head of marketing Nigel Russell points out: 'Nothing can match the versatility of cellphones for some uses, but we have felt for some time that the cellular has been over-sold. For many people, it is a disproportionately expensive mobile communications system.'

Securicor certainly seems to have committed itself to the venture, setting up 30 installations centres and 40 mobile workshops. Further details, including a brochure is available by 'phoning 0800 181345.

DON'T TAKE OUR WORD FOR IT!!

Classified advertising in Coachmart REALLY WORKS – READ ON!

"I advertised my tyres for sale for just £52.00 and had three replies resulting in a sale."
– Brian Jones, Paramount Leisure.

"The response from our adverts in Coachmart was very successful ... confirmed bookings amount to £12,000 approximately. I would not hesitate in recommending Coachmart to anyone in the hotel and catering business."
– Jim Coombes, Coach House Hotel.

"After I advertised my midicoach for two weeks at just £23.47 plus VAT, I had eight replies resulting in a sale. I would not hesitate to recommend to anyone that an advert in Coachmart is a good investment."
–Leslie Croxford, Farnham Hire Service.

Telephone:

THE HOTLINE NOW!

0733 898111

STILL ONLY £45!

There's more than one good reason to subscribe to Coachmart

In fact, we can give you six.

- Discount on Coachmart classified lineage advertising during special offer periods.
- £7 discount on a year's subscription – 51 copies for £45. Two years £75 and three years £95
- FREE copy of Coachworld.
- Special discounts on Coachmart's annual conferences and workshops.
- FREE copy of Coachmart's annual industry review.
- **FREE entry into the annual Coachmart and Bus Operator Guide to the Coach and Bus Industry.**

There's never been a better time to subscribe!
Just complete the form below and return with your remittance to:

Joanne Reed, Reader Services, EMAP Response Publishing Limited, Wentworth House, Wentworth Street, Peterborough PE1 1DS

I wish to subscribe to Coachmart

Name _____ Job Title _____
Company _____
Address _____
_____
Post Code _____ Tel No. _____

MAIN BUSINESS FUNCTION:
Mainly Bus Operator ☐ Mainly Coach Operator ☐
Both Bus & Coach Operator ☐
Others (Please Specify) _____

TOTAL FLEET SIZE
Total Number Of (a) Buses _____
(b) Coaches _____
(c) Mini-bus _____
Total Number Of Employees _____

I enclose a cheque for £45 (1 year,) £75 (2 years,) £95 (3 years.) £75 (Eire & Europe), £100 (Worldwide) made payable to Coachmart.

I authorise you to debit my credit card No.

☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐

for the amount of £ _____ To: Access/Visa

Name (as on card) _____
Address _____
_____ Post Code _____
Tel. No. _____ Expiry Date _____
Date _____

Signature _____

FLUSH IT... SPRAY IT... CLEAN IT... POLISH IT... with AMSTUTZ cleaning and sanitation products

BIODOR P & DG 19
Toilet chemicals for commercial re-circulating toilets.

AERA-DES-SPRAY
Disinfectant and deodorising spray removes all smells caused by living organisms.

VITRO
Glass and window cleaner. Simply sprayed onto glass and immediately polished till dry.

WIRAN
Screen wash additive-anti-freeze. Provides all year round clear vision.

TAP-SHAMPOO
Carpet and upholstery cleaner for the maintenance of all interior fabrics.

WEMA-TOP
Plastic and hard surface cleaner. Used with warm water removes ingrained soiling and nicotine.

BRADTECH

Bradtech Limited, Unit 3, Ladford Covert, Seighford, Stafford ST18 9QD.
Telephone: 0785 282 800
Fax: 0785 282 558.

COACHMART CLASSIFIED!!

Our four column format is
CLEARER
It's TIDIER
It's easier to buy and sell from
and...
YOU GET EVEN BETTER VALUE FOR MONEY!!

SUBSCRIBER OFFER!
YOU CAN STILL SELL YOUR COACH FOR AS LITTLE AS 50p PER WORD

Coachmart
RATE CARD

SINGLE COLUMN RATES Classified Situations vacant	£9.00 per single col cm
SPOT COLOUR (Subject to availability)	£10.00 per single col cm
LINEAGE Per word	£11.00 per single col cm
All rates exclude VAT	£1.00 minimum 25 words

Contact Iris, Sue or Sally
RING THE COACHMART CLASSIFIED HOTLINE NOW ON 0733 898111

Coachmart Classified

The marketplace of the industry 0733 898111

Bookings call: Sally, Paul, Sue. Tel. 0733 898111. Deadlines: Bookings – Tuesday 1pm for Thursday Alterations and Cancellations: Monday 11am for Thursday.

AEC

1976 AEC 760, ZF gearbox, 49 seater, Plaxton, Bristol Dome, airdoors **£5,500**

1977 AEC 760, ZF gearbox, 53 seater, Plaxton, airdoors **£7,500**

1978 T-reg AEC 760, ZF gearbox, 53 seater, Plaxton Mk IV front, airdoor **£8,500**

or near offer + VAT

Good MoT's
Prepared to retest if required

Marchants Coaches

(0242) 226267 (day) or (0242) 513053 (after hours)

(8507/AE)

1977 AEC 760 PLAXTON SUPREME. 49 seats, power door, ZF gearbox, white, multi stripe, MoT Aug 1990. In nice condition. **£7,000 ono. Tel. 0902 354315.** (8385/AEC)

BEDFORD

86/C BEDFORD YMP PLAXTON PARAMOUNT 3200

Display body coach, built as mobile exhibition unit, fully equipped with 13 amp sockets, fluorescent lights, 3 roof ventilations, rear heaters, power door, rear door with steps.

£19,950 + VAT

Contact Cliff Saull Hartwell Contracts Oxford (0865) 863898

(8524/BE)

1980 YMT Dominant II Express, 53 seater, MoT December 1990. **1977 YMT** Dominant II, 53 seater, MoT November 1990. Both above in good condition, service history, two owners from new. **Tel. 0342 893080 (Surrey).** (8517/BE)

1979 BEDFORD YMT PLAXTON
MoT Nov 1990
£6,500

1979 BEDFORD YMT PLAXTON
53 seater, MoT Feb 1991, new engine fitted July 1989.
£11,500

1983 BEDFORD PLAXTON
MoT Oct 1990
£25,000

1985 BEDFORD YNT PLAXTON
53 seater, MoT Jan 1991.
£34,000

All vehicles plus VAT

(0449) 740487 (Suffolk)

(8334/BE/80)

BEDFORD

1980 BEDFORD
YLQ Duple, 45 seats, MoT 27.10.90

1977 BEDFORD
YLQ Plaxton, 45 seats, MoT 16.5.90

1975 BEDFORD
YRT Plaxton, 57 seats, MoT, 7.4.90

1972 BEDFORD
YRQ Plaxton, 45 seats, MoT 27.2.91

MUST BE SEEN

COMFY LUX COACHES

(0935) 74512 or 0300 20404 (eve)

(6947/BE)

1973 YRT, 500 engine, Plaxton Elite Express, MoT August 1990, retrimmed 1989, **£3,000 plus VAT. 1974** YRQ, 500 engine, MoT May, **£3,000 plus VAT or £5,000 for two plus VAT. Brian Isaac, Swansea. Tel. (0792) 701644.** (6861/BE/79)

1980 BEDFORD YMT PLAXTON SUPREME, 53-seater, power door, tinted windows and curtains, Bristol dome, radio/cassette, PA. MoT 8.11.90, clean inside and out. **£9,500 + VAT ono. Tel. 01-658 5416.** (8372/BE)

1980 TO 1978 YMTs, choice of four, MoTs March 1991, some retrimmed, all good condition from **£6,000 plus VAT. Brian Isaac Coaches, Swansea. Tel. (0792) 701644.** (6860/BE/79)

1979 BEDFORD YMT, 53 seater, curtains, radio/PA, MoT and taxed, clean condition, **£8,500 + VAT. FORD TRANSIT,** 12 seater, Y Reg, long tax and MoT, **£2,500 + VAT. Tel. (0384) 64751.** (6905/BE/80)

1980 BEDFORD YMT PLAXTON, 53 recliners, new MoT, **£12,000 + VAT. King of the Road, Worthing. Tel. 0903 34010.** (6325/BE/79)

DECEMBER 1987

DUPLE 320 YNV

52 recliners, armrests, full draw curtains, toilet, fridge, drink machine, video, radio/cassette/PA, crew seat, power door, bostrom driver's seat, full soft trim ferry lift, heated mirrors, carpet, long MoT, condition as new.

£48,000 ovno

Telephone: (03543) 2504

(8516/BE/81)

1980 DOMINANT II, Blue Series engine, toilet, sink, wired for TV and video, 51 seater, tinted glass, curtains, excellent condition. **£12,500 ono + VAT. Tel. 0978 752062.** (8312/BE/80)

1984 BEDFORD YNT PARAMOUNT 3200, 51 recliners, radio/cassette/PA, power door. VGC, test 11/4/91. **£30,000 + VAT. Spencers Coaches (0623) 860394.** (8518/BE)

1982 BEDFORD YNT Plaxton Supreme VI, 53 seats, tested to December 1990, ZF gearbox fitted April 1989 and major engine overhaul May 1989, hence asking price, **£16,500 ono** (over £10,000 spent on this vehicle in past year). **Tel. Chesterfield 0246 811540.** (8552/BE)

D REG, YMPS PLAXTON PARAMOUNT 3200, luxury coach, 35 E-type coach seats, tinted windows, curtains, low mileage, 500 turbo engine, immaculate throughout. **£36,000 + VAT. Tel. (0254) 771893.** (8576/BE)

1976, R REG MOSELEY CAETANO, 53 seats, 500 engine, 2 speed axle, power door, MoT Sept '90, vgc, owner driver, price negotiable. **(0922) 685246 West Midlands.** (8567/BE)

BEDFORD Plaxton, T Reg, 29 seat, above average, MoT January 1991, owing to time wasters re-advertising, **£5,750 + VAT. Tel. (0442) 44943.** (6973/BE/80)

1981 BEDFORD DOMINANT IV, YNT Turbo, 53 seats, new ticket. Best offer secures. **Tel. 0903 32474 after 9pm.** (8559/BE/81)

1978 Bedford YMT Duple Dominant 2, 53 seats, Bristol dome, side lockers, MoT May 1990, **£6,500. BJS Travel (0702) 219403 (Essex).** (8547/BE)

PLAXTON ELITE BEDFORD

53 seats, Telma, side lockers, power door, long MoT, good interior, can paint to customer's livery.

2,990 ono

Tel. 051 678 7777

(8557/BE)

1987 BEDFORD PLAXTON PARAMOUNT 3200 MK III

53 seater, 78,000 miles only, radio, P/A, curtains, test Dec, tax Aug. In excellent condition throughout.

£44,950 + VAT ono

TEL: 0507 601630 DAY 0507 600597 EVE

(8364/BE/81)

1978 BEDFORD YMT DUPLE DOMINANT 2, recent body overhaul, MoT until June, taxed, 53 seater, maintained in own workshop, FSH available.....**£7,000**

1976 BEDFORD YLQ, PLAXTON SUPREME, full MoT, 45 seater, condition excellent for year! **£4,000**

Contact: Mr Parsons (General Manager)

Telephone: (0753) 860131

WINDSORIAN COACHES

(6927/BE/80)

1978 BEDFORD YMT, 500 engine, 53 seats, will have full test. **£3,500 + VAT. 1980 BEDFORD YMT,** 500 engine, 53 seats, will have full test. **£7,500 + VAT. Tel. 0977 610773.** (8513/BE)

1988 BEDFORD YNT DUPLE 320

As new, many extras, new test, taxed and fully serviced, 60,000 miles only, 1 driver.

£49,500 + VAT

Tel. Grant and McAllin Ltd Sheffied (0742) 691199

(6896/BE/80)

BRISTOL

1970 BRISTOL LH service bus, Leyland 400 engine, 5 speed, x 2, double doors, 44 seats, PSV tested to 20/4/90, taxed to 30/4/90, **£1,500. Tel. (0928) 564515.** (6979/BR/80)

BRISTOL LHS

35 seats, 1974, with powered steering, MoT'd Jan 1991, immaculate, must be seen, radio, power door, carpeted, body overhauled and painted by Plaxtons. Fitted with MkIV Paramount front and side lockers. Engine, brakes, suspension, clutch, tyres, batteries all overhauled/replaced. Only used in one local high standard job for 18 months.

£10,500 ono + VAT

TEL: FLIGHTS COACH TRAVEL, BIRMINGHAM ON 021 554 5232 AND CONTACT GEOFF FLIGHT

(8526 BR)

BRISTOL

R REG PLAXTON, 35 seats, power door, all extras, vgc, any inspection, MoT July '90, **£6,750 ono plus VAT. Snell's Coaches. Tel. Yeovil 0935 24465 or 27556.** (8671/BR)

BRISTOL RE SPARES FOR SALE, 2 being broken (Gardner/Plaxton), some new parts, glass for early ECW coach body. **Hugo Miller, Horsham, Sussex. (0403) 211144.** (8510/BR)

BOVA

BOVA FUTURA HI-LINE

49 seats plus courier, toilet, bunk, video, Webasto, Tempo 100, private plates, new test, First Class condition, silver metallic with blue reliefs. Not signwritten.

£55,000 + VAT

Stratos Coaches Newtown

(0686) 626731

(8305/BV/80)

1984 BOVA FUTURA

10 months MoT, private plate, 48 recliners plus courier, fridge, Webasto, coffee machine, driver's bunk, pa, radio, wired for video, centre toilet and door.

£39,500

Tel. 0708 864911 or 0860 549842

(8534/BV)

1984 BOVA EUROPA, 12 months MoT, 53 seats, double glazed. **1985 BOVA EUROPA,** 12 months MoT, 53 seater. Both with reclining seats, Webasto, curtains, radio. **Tel. 061 427 2825.** (8545/BV)

DAF

1983 DAF MB200 DKFL, 53 reclining seats, courier seat, power door, Plaxton Paramount 3200, red interior, blue and white exterior, in excellent condition, MoT expires 22.2.91. **£32,500 + VAT. Tel. 0928 564515.** (8536/DA/81)

1987 BOVA FUTURA, 48 seats, toilet, drinks machine, Webasto, 11 months MoT **£69,995**

1987 DAF SBR3000 BERKHOF ECLIPSE, 76 seater d/d, toilet, drinks machine, Telma, 12 months MoT **£79,995**

1984 BOVA FUTURA, low line, 53 seats, rinks machine, Webasto, 12 months MoT **£38,000**

1982 BOVA EUROPA, 48 seats, toilet, drinks machine, 11 months MoT **£33,995**

1981 DAF PLAXTON SUPREME IV GT, 46 Lazarini seats, MoT 12 months **£18,995**

FRANK HARRIS (CHS) LTD
Manor Road,
West Thurrock, Essex

Telephone: Frank on (0708) 864911 or (0860) 594842

(8535/DA)

DAF

DAF VAN HOOL ALIZEE

1983, on private plates, full exec, 48 Labelle reclining seats + courier, driver's bunk, radio cassette, video, toilet, drinks machine and fridge, white unwritten body, MoT Aug 1990

Must be seen, excellent condition
£41,500 + VAT
Tel: (0533) 477858 or (0533) 440151 eves

(8504/DAF)

DAF BOVA EXECUTIVE

- 49 seater
- MoT Feb 1991
- **£45,000 ono**

Tel. (0647) 61220
Tedburn Coaches

(8550/DA)

DAF 57 SEATER

MB200 DKFL Plaxton Paramount, first registered Sept 87. Excellent condition throughout.

£59,500 ono.
Contact Mr Cooper
061-339 8575

(8390/DA)

DAF 2300 DUPLE 320

1st registered November 1980, MoT November 1990, 57 semi-recliners, immaculate condition.

£59,000 ono + VAT

Telephone: 0228 710810

(8564/DAF)

1986, C REG,
DAF DKFL MB 200 JONCKHEERE P50,

51/53 recliners and courier seat, demountable toilet, drinks machine, wired for TV/video, driver's bunk, double glazing, blinds, excellent condition.

Offers around £67,000 + VAT

PART EXCHANGE CONSIDERED

Tel: 091 586 2136

(8313/DAF/80)

FORD

FORD Plaxton Supreme, S Reg, choice of two, 53 seaters, good condition, many extras, current MoTs, maintained regardless of cost, **£4,750 + VAT ono. Tel. (05642) 4794/2047.** (8540/FO)

FORD

1981 W REG
FORD PLAXTON SUPREME

49 reclining seats, moquette to roof, tinted windows, curtains, Bristol Dome, side lockers, radio/PA/cassette, MoT April 1991

£10,250 ono + VAT

Hylton Castle Motors

091 536 3318

TYNE & WEAR

(8529/FO)

SELECTION OF 45-53 SEATER
1976-78 FORDS

Good MoT's, Plaxton/Duple bodies.

Offers invited.

Telephone:
0698 63961 or 0860 445977

(8562/FO/81)

1978 FORD PLAXTON SUPREME, 53 seater, recent part retrim, power door, wheel trims, good condition for year, MoT April '90, **£3,750 plus VAT ono. Tel. 0772 749358 or 747329.** (8330/FO)

1978 S REG 16 SEATER FORD TRANSIT DIESEL

High back moquette seats, currently being repaired for certification.

£1,000 + VAT

1976 P REG 25 SEATER FORD A SERIES UNIBUS

Certified until 9.1.91, 6 cylinder diesel engine, 20,000 miles only, power doors.

TEL: (0934) 750 898

(8379/FO)

1982 FORD 35 seater Plaxton Supreme V, power door, s/lockers, radio, PA, red stripe interior, MoT Oct '90, exceptional, **£18,250 ono. Chivers Coaches. Tel. (0252) 703446, Surrey.** (8538/FO/81)

1982: R1114 Duple Mk IV. Curtains, side lockers, Telma, twin tanks, radio, P.A., cassette, double glazed. Very good condition, MoT April 1991. **£14,500. Tel. 0205 870633.** (8511/FO)

FORD PLAXTON R1114, 1976, 49 E-type seats, air door, Telma, new MoT March 1991. **£3,250 + VAT. Tel. 0727 69531/32405.** (8553/FO)

FORD 1981 Dominant IIII, tinted windows, twin tanks, Telma side lockers, all white exterior, orange and black seats, taxed and tested. **£10,650. FORD 1982** Dominant IIII, tinted, double glazed windows, curtains, Telma, twin tanks, side lockers, nice condition, taxed and tested till November '90. **£12,950. FORD DOMINANT** I, owned by us for 15 years, 53 seats, plus courier seat, duo blue, taxed and tested. **£2,950. Home phone no. (0375) 672940 anytime (Essex).** (8369/FO)

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49 E-type seats, tinted double glazed windows, side lockers, power door, twin fuel tanks, new Ford engine Sept '89 (still under warranty), MoT March '91, owned from new.

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Hylton Castle Motors

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Choice of 2.

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53 seater, semi auto, Plaxton, Bristol dome, express doors, radio, cassette, good condition throughout.

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LEYLAND

1982 X REG

TIGER 218

Plaxton Viewmaster, 51 recliners, immaculate condition, MoT February 1991.

£30,000 + VAT ono

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(Dumfries) 0387 710998

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46 recliners plus courier, toilet, tested May 1990.

£20,000 + VAT.

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£20,000 + VAT.

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49/53 seats, MoT Nov '90, full Sutrak air con, double glazing, blinds, fridge, drinks machine, toilet, centre continental door, Telma. This vehicle has been owned from new and is in immaculate condition. Only used on own tour programme.

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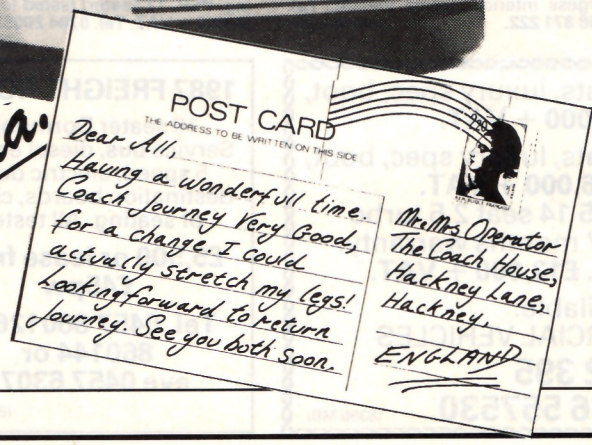

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Leyland Leopard Duple Mk II, 1979, 11 metre, 53 seats, tested until 1991, power door, good work horse ..... **£14,000 + VAT ono**

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(6948/UN)

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34 seat & 6 wheelchair positions, electric sidelift, saloon disabled toilet, on 10m Bedford YMQ chassis, 1980 Duple Dominant II body, painted white, PSV MoT November 1990.

£11,950

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1984 VOLVO B10M - LAZER 57 seats.

1981 VOLVO B58 DOMINANT II 57 seats.

1987 FORD PLAXTON PARAMOUNT 35 seats.

1982 FORD PLAXTON 35 seats.

1982 KÄSSBOHRER SETRA 215HD 49 seats with all usual extras.

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TURNERS BRISTOL 0272 559086

(6372/UN)

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1980 V Reg Bedford YMT Duple Dominant, 500 engine, 53 seats, nice condition, MoT July '90 ..... **£9,000**

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1978 T Reg Bedford YMT Duple Dominant, 500 engine, 53 seats, good condition, MoT May '90 ..... **£7,500**

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1979 V Reg Bedford YMT Plaxton, 53 seats, power door, decorative curtains, nice condition for year, long MoT, taxed **£8,750**

1987 Bedford YNT Plaxton Paramounts, exceptional condition, long MoTs, choice of 2 ..... **£42,500 each**

1977-1980 YMT Plaxton & Duple Bodied Coaches, all 53 seaters, various conditions, all with MoTs. Prices from **£7,000**

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All the above are now surplus to requirements and are available for immediate disposal.

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53 seats, limited mileage since new engine, full MoT prior to sale.

1979 T REG BEDFORD PLAXTON

53 seats, **choice of two,** MoT Jan 1991, Grant spec.

1982 X REG FORD ALPHA

49 recliners, new engine, full MoT prior to sale.

Full maintenance history available for each vehicle.

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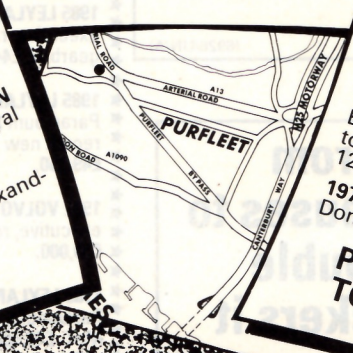
1974-77 LEYLAND NATIONALS. 10.3m bus or coach, 4/90-6/90 test certificates.

1975 LEYLAND NATIONALS. 10.3m, 2 door with 6/90 test certificates.

1974-77 LEYLAND NATIONALS. 11.3M, 51 bus seats, some with test certificates until Oct '90.



USED COACHES

1984 ROYAL TIGER Van Hool Alizee, Super high body, 48 seats, full executive specification.

1979 BRISTOL LH Leyland engine, Plaxton, 53 seats, new certificate.

1980 DAF DKTL Plaxton Supreme, 57 seats, new certificate.

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Reg 23.3.83, MoT to 24.1.91, double glazed, recon engine, ZF steering and g box, single plate clutch, v good condition throughout.

£20,000

LEYLAND TL11 PARAMOUNT

53 exp, reg 14.3.83, MoT to 13.12.90, ZF box, v good condition.

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LEYLAND TL11 11 MTR DOM IV

53 exp, reg 1.4.83, MoT to 5.4.90, hydrocyclic box, good condition.

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LEYLAND TL11 12 MTR PARAMOUNT 57

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1985 VOLVO BM10 Triaxle twin deck, 62 refurbished seats, double glazed, TV, video, fridge, coffee machine. **£71,000 + VAT**

1984 VOLVO B10M ASTRAL, twin deck, new Volvo engine fitted, 58 seats, toilet TV/video, coffee machine, fridge. **£57,500 + VAT**

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(8350/UN/81)

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1985 BEDFORD YNV PLAXTON PARAMOUNT tested till March 1991.

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CAETANO VIANA

22 seats, MoT December 1990, taxed, power door, radio, PA, full draw curtains, table, very clean.

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1984 BEDFORD YNT TURBO, ZF 6 speed, Duple Laser, (51), power door, radio/PA, side locker, MoT June '90, very clean.
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ALL PRICES PLUS VAT

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1980 BEDFORD, 35 seater, MoT Dec 1990. **£13,000.**

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1982 VOLVO B58 Van Hool, full executive, recent new engine. **£39,000.**

1983 LEYLAND TIGER 245 Plaxton Paramount, recent new engine and MoT. **£42,500.**

All vehicles subject to VAT

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1986 MAN/WHIPPET, 29 seater, Webasto, radio, pa, MoT Oct '90 **£22,500**

1978 LEYLAND LEOPARD, 53 seater, recent retrim, radio, pa, exchange engine, test May '90 **£13,995**

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1975 FLEETLINE

70-seater, in good condition, with Gardner engine. Tested till January 1991

£6,000 + VAT

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£4,000 + VAT

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(8374/UN/81)

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FIVE 1975/76/77 AEC RELIANCE, 49 seat coach, ex Premier Travel.

THREE 1986 C REG, 12 mtr Leyland Tigers 3200, 53 seats, ex Premier Travel.

1983 Y REG, 12 mtr Leyland Tiger 3200, 53 seats, ex Premier Travel.

1980 VOLVO PLAXTON, 44 seats.

1985 FORD QUEST, 23 seats.

1981 BEDFORD YMP DUPLE, 43 seats.

1977 BEDFORD PJK PLAXTON, 29 seats.

SEVEN 1983 A REG Roe bodied Leyland Olympian D/D, 73 seats.

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(reduced for quick sale on new arrival)

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0506 826444 EVE

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11M with Gardner 6HLXB engines, ZF gearboxes, available now. Alexander 'Y' type, 53 seat service buses, in good condition.

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or
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(8367/UN/81)

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1989	Volvo B10M DL Duple 320, 57 rec seats, radio/PA/stereo, Pannier lockers, Webasto, tinted windows, crew seat, rear scope, chassis lift, split screen, armrests, MoT 15/3/91.	£81,250
1988	Dennis Javelin 11m Duple 320 Express, 53 seats, exhaust brake, integral locker, Grant door, soft trim, new MoT.	£56,950
1988	Dennis Javelin 12m Duple 320, 53 rec seats, PA, exhauster, side locker, toilet, tinted windows, curtains, soft trim, MoT 8/1/91.	£65,500
1988	Dennis Javelin 8.5m Paramount 3200, 35 seats, radio/PA/stereo, exhauster, side locker, tinted windows, soft trim, MoT 21/2/91.	£59,950
1987	Volvo B10M Duple 340, 49 rec seats, radio/PA/stereo, exhauster, sunken toilet, tinted windows, curtains, cont door, crew seat and compartment, drinks machine, soft trim, armrests, MoT 22/2/91.	£70,950
1987	Volvo B10M Paramount 3200, 53 rec seats, radio/PA/stereo, exhauster, tinted windows, curtains, soft trim, armrests, MoT 13/8/90.	£73,950
1987	DAF MB200 DKFL Duple Laser II, 57 seats, radio/PA/stereo, exhauster, tinted windows, side locker, VDO speed limiter, soft trim, heated screen, MoT 4/3/91.	£53,250
1987	DAF SB Duple 340, 51 rec seats, radio/PA/stereo, exhauster, integral lockers, sunken toilet, tinted windows, cont door, crew seat, speed limiter, soft trim, MoT 27/2/91.	£64,950
1987	Bedford YNV Duple Laser, 57 seats, radio/PA/cassette, tinted windows, side lockers, courier seat.	£42,950
1987	Mercedes 609 Yeates Conversion, 19 high back seats, PA/stereo, tinted windows, soft trim, MoT 1/3/91.	£22,250
1987	Ford Transit Chassis Developments conversion, 16 high back seats, radio/PA/stereo, tinted windows, TV/video, soft trim, Bristol Dome, boot, racks, MoT 22/8/90.	£16,950
1986	Bedford YMPs Chassis Developments conversion, 33 rec seats, armrests, radio/PA/stereo, plug door, exhaust brake, side lockers, Webasto, tinted windows, soft trim, Vogel seats, wheelchair tracing to floor, MoT 2/2/91.	£29,950
1986	Bedford YNT Duple 320, 55 seats, radio/PA, side locker, soft trim, tinted windows, MoT 13/4/90.	£41,250
1986	Bedford YNV Paramount 3200, 53 rec seats, radio/PA/stereo, w/discs, side locker, driver's exterior locker, Webasto, tinted windows, soft trim, MoT 10/1/91.	£46,950
1986	Leyland Tiger Paramount 3500, 49 rec seats, radio/PA/stereo, Ferodo retarder, side locker, sunken toilet, double glazing, curtains, tinted windows, cont door, crew seat and compartment, aircraft style lockers, Intercom, MoT 4/1/91.	£63,250
1986	Volvo B10M GL Paramount 3500, 49/53 seats, radio/PA/cassette, Webasto, underfloor lockers, Nomad drinks machine, fridge, centre toilet, cont door, tinted windows, driver's bunk provision, MoT 6/9/90.	£75,500
1985	Ford R1115 Paramount 3200, 53 seater, 8-speed range change gearbox, radio/PA/stereo, exhaust brake, Telma, side locker, tinted windows, curtains, soft trim to roof, MoT 18/3/91.	£32,250
1985	Scania K112 Paramount 3500, 49 rec seats, radio/PA/stereo, Telma, integral lockers, sunken toilet, double glazing, Webasto, tinted windows, blinds, cont door, crew seat and compartment, drinks machine, soft trim, Tempo 100, armrests, MoT 31/1/90.	£55,950
1985	Leyland Tiger 245 Duple Laser, 51 seats, radio/PA, destination gear, curtains, Accu-Trak, Webasto, Econocruise, soft trim, map pockets, spotlights, MoT 13/4/90.	£39,500
1984	Bedford YNT Paramount, 53 seats, soft trim to roof, formica side panels, rear scope, MoT 16/4/90.	£32,950
1983	Bedford YNT Duple Dominant IV Express, 53 seats, radio/PA, Express doors, new MoT.	£22,950
1983	MAN SR280, 46 rec seats, radio/PA, double glazing, toilet, Webasto, tinted windows, cont door, crew compartment, new MoT.	£33,950
1983	Volvo B10M Berkhof, 49 rec seats, radio/PA/stereo, Telma, sunken toilet, Webasto, tinted windows, curtains, cont door, crew seat and compartment, armrests, ferry lift, tempo 100, footrests, Intercom, MoT 3/9/90.	£44,750
1983	Fiat Beja, 18 seats, folding doors, curtains, luggage racks, boot, MoT 20/10/90.	£11,250
1982	Ford R1114 Duple Dominant II, 53 seats, radio, Express doors, side locker, double glazing, tinted windows, heated screen, MoT 13/2/91.	£14,500
1981	Ford R1114 Plaxton Supreme IV, 53 seater, side locker, MoT 28/9/90.	£12,950
1980	Bedford YMT Duple Dominant II, 53 seater, side locker, rear foglights, Bristol Dome, MoT 23/5/90.	£11,500
1980	Bedford YMT 12m Duple Dominant, 53 rec seats, radio/PA, side locker, exhaust brake, armrests, 2-speed axle, polished wood interior roof, MoT 24/11/90.	£13,250

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Wiltshire SP5 3DX
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(6953/UN)

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1978 Leyland National, test June SOLD **£8,500**
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1973 Daimler Fleet Line, Gardner engine, tested till Oct/90 ..... **Offers**
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(8578/UN/81)

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53 seater, power door, recent Blue engine (500), Sept MoT. **£3,000**

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(8577/UN)

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53 seats, MoT to December 1990, service tours, seats retrimmed, moquette to roof.

£11,500 ono

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53 'E' type seats, MoT October 1990

£17,000 ono

(041) 952 0064

(8381/UN)

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(8314/PB/80)

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NKH 68A	MJI 7853	£350
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£149	NIB 7018	YVK 516
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KIW 5938		

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(6901/WA/80)

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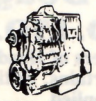

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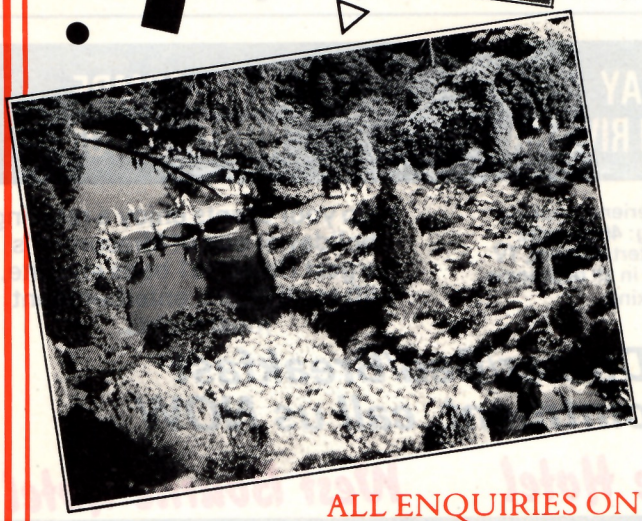

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This family run hotel is perfectly situated for all amenities, including the Promenade, Coral Island, Winter Gardens, The Tower and the Fabulous Hounds Hill Shopping Complex. Excellent food and bar facilities will make your stay a 'home from home' any time of the year. ★ Parties welcome ★ Conference Delegates Welcome All Year ★ Low Season Discounts ★ Winter and Xmas Specials ★ Mini Breaks: Longer Stays ★ Special Rates for Tour Operators ★ En-Suite rooms ★ Fully central heated, all bedrooms ★ Baby Sitting no charge ★ Late bar if required ★ TVs in all rooms ★ Tea making facilities all rooms.

Terms: Bed & Breakfast from £8.50 inc

(8361/W90)

THE LIMES HOTEL

Just off the seafront – close to all amenities.

★ **Recently refurbished** ★ Function Room ★ Cabaret Room ★ Restaurant ★ 40 bedrooms – many en suite ★ Colour TV ★ Tea making facilities ★ Discounts available ★ Evening Buffet for day trippers welcome ★ **Driver stays free of charge** ★ **Separate coach park – catering up to 3 coaches**

For more information
Tel. John (0253) 406292
Home (0253) 892547
or Carol (0253) 883132

118-120 Bloomfield Road, Blackpool

(6921/HO/80)

BURNLEY HOTEL

18 Station Road, South Shore, Blackpool FY4 1BE

The Hotel is personally run by Mildred and Stan Winter, assisted by friendly staff to accommodate 50 people. We have an excellent reputation for good food.

- 18 rooms all en suite
- Full central heating
- Colour TV's and teamaking in all rooms
- Open all year, Christmas and New Year
- Near South Pier and Pleasure Beach

Give us a call on (0253) 42365

(8551/W90)

The Ramsay Hotel

90/92 Queens Promenade, Blackpool

Welcomes coaches!

Seafront hotel within easy access of Blackpool's entertainments.
28 bedrooms, most en suite, with central heating, tea/coffee making facilities in all rooms. Live entertainment in the evening. Choice of menu, flexible meal times. Special rates for coaches. Driver/courier free. Excellent parking and access.

For further details Tel: 0253 51207

(8357/W90)

QUEENSGATE HOTEL

– WE WELCOME COACH PARTIES! –

★ 30 rooms: 28 en-suite
★ Tourist Board Category 3
★ All rooms with colour TV, direct dial telephone, tea and coffee making facilities
★ Full central heating
★ Chef Cuisine – mouth-watering menus
★ Coffee Shop – beverages, snacks and lunches
★ Flexible meal-times
★ LIVE ENTERTAINMENT – Cabaret, Bingo etc

Special early season rates – both short and long-stay holidays (No available dates for the illuminations)

For details of party and season rates phone:

Christine or Graham on

(0253) 54258

398-402 North Promenade, Blackpool FY1 2LB

SOUTHPORT

Welcomes Europe

flower • show

Thursday, Friday and Saturday 16th, 17th and 18th August 1990

Britain's Blooming Best

Enjoy a fabulous day out at Britain's Premier Summer Flower Show. Spectacular horticultural exhibitions within the main floral marquees and outside, British Gardens at their best and most inventive. Come and see the European Story told through the magical world of Floral Art.

DON'T MISS SOUTHPORT'S No1 ATTRACTION

All Group and Coach Parties Welcome

Special Party Rates upto a Third Off Normal Prices

Main sponsor Sibec

Fantastic value-prices held for a third year

BIG SAVINGS

when purchasing your tickets in advance

For Further information write to:
The Flower Show, 44 Hoghton Street, Southport, PR9 0PQ. Tel: (0704) 33133 ext 2308

WHAT'S ON? SUMMER

Hills Tudor Rose Hotel

Telephone: (0253) 42656
435-7 South Promenade
Blackpool, Lancashire
FY1 6BQ

40 bedroomed Hotel overlooking sea, close to shops, all bedrooms have tea/coffee facilities, and colour TV. Some en suite, lift, games room, licensed bar, dance floor, entertainment.

Choice of menu.
Special offers for May and June.

Write or phone for a brochure.

(8393/HO)

ROSELYN

(Private licensed Hotel)
2 Ventnor Road, South Shore,
Blackpool FY4 1JN
Telephone: (0253) 42616

Irene will be pleased to discuss rates with coach organisers.

- Full central heating
- Tea making facilities and televisions available
- En suite rooms
- Coach parking
- Convenient for Promenade/Beach/Sandcastle Centre

(8384/W90)

THE ROYAL HOTEL

Can comfortably accommodate full coach parties for weekends, midweek and full weekly booking at **very competitive rates.**

We **guarantee** a great time, **passenger lift,** tea making etc, **and driver free.**

For further details please telephone:

(0754) 3663

(8523/W90)

LUCENA

9 and 11 Barton Avenue, Blackpool FY1 6AP

Tel. 0253 44587

★ Friendly family run licensed hotel, adjacent to promenade
★ Open throughout year ★ 30 bedrooms mainly en suite
★ Teamaking facilities in all rooms ★ Discounts for group travel
★ Free place for coach driver ★ BB & EM from £12.50 per day

Give us a call to discuss dates

(8382/W90)

FUTURIST THEATRE

Foreshore Road, Scarborough YO11 1NT
Telephone (0723) 365789/374500

SHOWS WHOLE SEASON JULY TO SEPTEMBER

SUNDAYS – Ken Dodd

MONDAYS – Swinging Sixties Shows, *with Gerry & The Pacemakers, Freddie & The Dreamers, The Searchers, Dave Clark Five, Dave Berry and Susan Maughan.*

TUESDAYS – SATURDAYS – Bobby Davro

LATE THURSDAYS – Chubby Brown *(if easily offended stay away)*

(8362/W90)

BLACKPOOL ALLANDALE HOTEL

387 South Promenade

Seafront hotel, 30 bedrooms, 18 en suite rooms, all rooms TV, tea making, full CH, entertainment, parking for 2 coaches.

EARLY SEASONS SPECIALS

April to May 4 days or 7 days (special rates on request).
Winter weekends Fri to Sun £40 Basic, £45 en suite per person.

ILLUMINATIONS 1990

Mon to Fri £80 per person basic, £85 en suite. Fri to Sun £50 per person basic, £55 en suite.

All prices per person and include BB & EM

Tel. (0253) 46529

(8572/HO/81)

COME TO BRESSINGHAM

STEAM MUSEUM

Ride the footplate on a mainline locomotive.
Steam your way through five miles of woodlands and gardens on the narrow gauge railways.
Wander through six acres of superb gardens Ride the nostalgic Victorian Gallopers.
We have the Gallopers Restaurant, Picnic Areas and the Picnic Pantry to make your day more enjoyable.
Whether you're an enthusiast or just curious about the age of steam, Bressingham offers you a great day out.

OPEN DAYS

The Museum, Locomotive Sheds and Fire Museum are open every day from 14th April to 14th October.
The Gardens are open daily from 26th May to 30th September.
Steam Days are every Thursday, Sunday and Bank Holidays between 15th April and 30th September.
Wednesdays are also Steam Days from 25th July to 5th September.

Our opening hours on all of the above days are:
10.00am - 5.30pm.

Tel: (0379 88) 382/386
2½ miles west of Diss on the A1066.

NEW FOR 1990 THE FIRE MUSEUM

YORKSHIRE MINING MUSEUM

EVENTS 1990

Sunday	April 1st	**Mercedes-Benz car rally**
Sunday	April 15th	**Easter egg hunt**
Friday	June 22nd	**BBQ & disco evenings**
Friday	July 6th	**BBQ & disco evenings**
Friday	July 20th	**BBQ & disco evenings**
Sunday	July 29th	**Fire engine rally**
Sunday	Aug 5th	**Fun day**
Sunday	Aug 12th	**Fun day**
Sunday	Aug 19th	**Fun day**
Sunday	Sept 9th	**Morris/Clog dancing**
Sunday	Sept 16th	**Brass bands**
Friday	Oct 12th	**Mining theme evening**
Saturday	Oct 27th	**Halloween evening**
Thursday	Nov 15th	**Mining theme evening**
Sunday	Dec 2nd	**Father Christmas underground**
Sunday	Dec 9th	**Father Christmas underground**
Sunday	Dec 16th	**Father Christmas underground**
Sunday	Dec 23rd	**Father Christmas underground**
Evenings	Dec/Jan	**Christmas theme evenings**

Miners rescue and first aid competition, Summer date to be arranged.

Yorkshire Mining Museum,
Caphouse Colliery, New Road, Overton, Wakefield, WF4 4RH
☎ (0924) 848806

(6943/W90)

WHAT'S ON? SUMMER

KNEBWORTH·HOUSE
HERTFORDSHIRE

HISTORIC HOME OF THE LYTTON FAMILY SINCE 1490

A mirror of English history over five centuries. Stroll in 250 acres of Parkland; have fun at Fort Knebworth and the Adventure Playground; or enjoy the tranquillity of the beautiful Formal Gardens.

Party Rates for 'Pre-Booked' Groups of 20 or more available from Saturday 7th April to Sunday 30th September 1990.

For illustrated Party Booking Form please contact:

The Estate Office, Knebworth House, Knebworth, Hertfordshire SG3 6PY

Tel: (0438) 812661 Fax: (0438) 811908

Direct access from A1(M) at Junction 7 (Stevenage South) A602 30 miles north of Central London, and 12 miles north of M25.

(8587)

BALA LAKE RAILWAY

Llanuwchllyn Station, Bala, Gwynedd.

4½ miles of narrow gauge steam through glorious Welsh scenery.

We are off the A494 Bala/Dolgellau road.

Coaches welcome

OPEN EASTER-OCTOBER

Phone 067 84 666 for train times and details.

(8363/W90)

TENBY BELGRAVE HOTEL

45 bedrooms, lift, parking.
SOME VACANCIES
Late June, early July, mid September.

Tel. Tenby (0834) 2377 or 2626

and ask for Malcolm Thomas

SPECIAL BREAKS
May-Oct 4-5 nights from £62.50 (8539/HO)

THE GARTWHINZEAN HOTEL

Situated 35 minutes from Edinburgh and Glasgow, 20 minutes from Stirling and Perth.
Have vacancies for **August 1990**

30 bedrooms all en suite, all with colour TV, coffee/tea facilities, baby listeners, porter service, shaving points.

For further details contact

Mr Brogan on 057 74595

(5189/HO)

SOUTH BEACH HOTEL THE ESPLANADE, TENBY TEL. 0834 2034

5-12 May available

Good coach parking, hotel situated on sea front, with most rooms en suite, good home cooked food at its best.

Phil & Chris extend a warm welcome

(8533/W90)

FOUR OAKS HOTEL PROMENADE, LLANDUDNO GWYNEDD LL30 1AY TEL. 0492 76506

57 bedrooms (34 en suite), lift to all floors, sea front lounge and dining room, resident's bar, games room, coach parking and washing facilities at rear.

Vacant dates for 1990: April 22nd, June 7th, Sept 8th, Sept 29th onwards.

Contact C M Whittaker

(8544/W90)

BURFORD GARDEN CENTRE

(Open 7 days a week)
Shilton Road on A40, Burford, Oxon.

Largest garden centre in Oxfordshire. Children's playground, restaurant.

Coach operators, include us in your itinerary.

Tel. 099382 3117/3285/2502

(8501/HO)

QUEENSMEAD HOTEL

Shanklin, IOW

Luxury hotel
Welcomes coaches

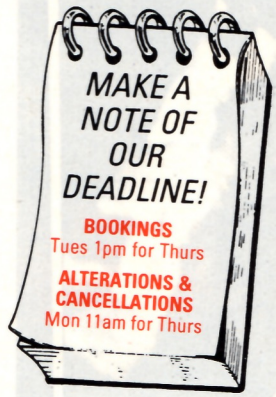
Due to cancellation 26th May 1990, 29th Sept 1990

Special rates offered for full or part week.

Interested?

Tel. (0983) 862342 NOW!

(6998/HO/80)



BERYL COURT HOTEL in Margate

Very well situated on the sea front, close to shops. 39 bedrooms, en suite available, tea making facilities in all rooms, lift to all floors, entertainment several nights a week. Bar, dining room, ballroom, TV lounge. Varied choice of menu and extremely friendly staff. TVs available. Some dates still available for High and Low Season for Group Bookings

Contact Mr or Mrs Braddon
(0843) 221988
Beryl Court Hotel
3-5 Ethelbert Crescent, Cliftonville, Margate, Kent CT9 2AY

(6804/HO/79)

Dickens' Old Curiosity Shop

London's Oldest and Most Famous Shop
Built in 1567

A WELCOME TO COACH PARTIES

from David and Tess Goldband

Antiques ● Special Exclusive Souvenirs

Open Every Day, including Sundays 0900 -1730 Apr-Oct
0930 - 1700 Nov-March

13/14 Portsmouth Street, Holborn WC2A 2ES
Tel. 01-405 9891
(off Kingsway, south side of Lincolns-Inn Fields)

DONT FORGET WE ARE OPEN WHEN OTHERS ARE CLOSED
SATURDAYS - SUNDAYS AND ESPECIALLY HOLIDAYS

GOOD FRIDAY! EASTER SUNDAY! EASTER MONDAY! WHIT-MONDAY! AUGUST BANK HOLIDAY MONDAY! BOXING DAY! NEW YEAR'S DAY!

(6940/W90)

WHAT'S ON?

NOW IN ITS 7TH YEAR..

STILL LIGHT YEARS AHEAD!

STARLIGHT EXPRESS

APOLLO VICTORIA THEATRE

17 Wilton Road, London SW1 (opposite Victoria Station)

PARTY BOOKINGS 01-828 6188

BOX OFFICE AND CREDIT CARDS 01-828 8665 and 01-630 6262

after 6.5.90 01 becomes 071

ALWAYS CHECK WITH PARTY BOOKINGS OFFICE FOR DISCOUNTS

(WOS/6939/W90)

EASTBOURNE

Alexandra Hotel

A licensed family run seafront Hotel, close to theatres and main attraction, has vacancy for group, week commencing:

26th May, 9th June

En suite rooms available, excellent cuisine, entertainment, lift and sun patio.

Telephone: Eastbourne (0323) 20131

(8392/HO)

EASTBOURNE

A delightful licensed hotel, ideally situated close to seafront, has vacancy for group.

Sept 29-Oct 6

En suite rooms available, superb cuisine, lift.

FAIRLANDS HOTEL TEL. (0323) 33287

(6996/HO)

LOWER THAMES & MEDWAY PASSENGER BOAT COMPANY LIMITED

PRINCESS MV POCAHONTAS

A pleasure craft operating daily from Gravesend and Tilbury to London, Thames Barrier and Southend.

★ ★ ★

Day and Evening Private Charters

★ ★ ★

Educational Cruises

★ ★ ★

Promotions and Exhibitions

★ ★ ★

Coach operators call **Roger Stevens** to discuss requirements on

0474 567783, 569640, 568038

(8565/W90)

GLOUCESTERSHIRE

England at its best!

GLOUCESTERSHIRE GROUP AND CONFERENCE ORGANISERS GUIDE 1990

This new guide features a wealth of information designed to match operators' needs or facilities throughout the Cotswolds, Severn Vale, Royal Forest of Dean, Cheltenham and Gloucester. It includes:

★ 70 Hotels ★ 65 Visitor attractions ★ 65 Meal stops ★ Coach parks ★ Full colour route planning map

For your free copy and for a copy of the new Gloucestershire ***Coach and Tour Operators' News*** *contact:*

Gloucestershire Tourism, County Planning Dept., Shire Hall, Gloucester GL1 2TN

Tel. (0452) 425657

Fax. Tel. (0452) 425034

(8373/W90)

City of

ROCHESTER UPON MEDWAY

The Complete Visit

Norman Castle ● Rochester Cathedral
Charles Dickens' Centre
Chatham Historic Dockyard
Guildhall Museum
Capstone Country Park
in Charles Dickens' favourite city!

FESTIVALS 1990

APRIL
Royal Engineers Museum 50th Anniversary of Airborne Forces — 29th

MAY
Rochester Chimney Sweeps Parade — 1st
Rochester Chimney Sweeps Festival — 5th-7th
Dickens Festival, Rochester City Centre — 31st

JUNE
Dickens Festival, Rochester City Centre — 1st-3rd
Cycle Race — 17th
River Festival, on River Medway — 30th

JULY
River Festival on the Medway at Chatham and Rochester — 1st
Medway Carnival Parade and Party — 14th

AUGUST
Jazz Concert — 3rd
Castle Gardens Open
Air Classical Concert — 4th
Norman Rochester — 25th-27th

OCTOBER
Halloween Horrors at Fort Amherst
prov. 26th, 27th and 28th

DECEMBER
Dickensian Christmas
8th and 9th

Details from:

TOURIST INFORMATION CENTRE, Dept COH, Eastgate Cottage, High Street, Rochester, Kent ME1 1EW
Telephone: Medway (0634) 843666

FREE Coach Parking

FREE Itinerary Planning Service
FREE Loan Promotional Video

(WOS/6942/W90)

Carlton PSV plans to make selling easier

NEOPLAN dealer Carlton PSV has come up with a new idea for selling used coaches and buses - The Bus & Coach Mart.

Carlton managing director Roger Dixon says: 'B & CM is a midway between a private sale and a dealer stock sale.'

B & CM is designed to overcome the problems associated with the alternative methods of sale: private deals; dealer trade-ins or auction. Dixon claims the mart system eliminates the cost of advertising, storing, displaying and travelling.

There is a £150 non-refundable registration fee and vendors pay 5-10 percent commission on the sale price. The minimum commission payable is £500 and the maximum £2,250. In return the vehicle will be displayed in a secure, physically separate compound at Carlton's Hellaby premises near Rotherham, South Yorkshire.

Each vehicle will be priced by the owner. Dixon explained that Carlton would assist with fair pricing, but reserved the right to refuse any vehicle over-priced.

Carlton will not own any B & CM stock. It will insure vehicles on display and provide facilities for test drives and inspection - freeing the owner of this problem and according to Dixon: 'Give buyers the opportunity to look at a range of vehicles without travelling all over the country.'

April 1 is the start date (no joke). A dozen vehicles are committed for initial display - ranging from ex-Amberline K-reg double deckers to a 1983 Van Hool Astron.

Dixon stressed that B & CM was not for Carlton stock, but a separate facility for vehicle owners who preferred to realise a realistic price without seeing a dealer take his profit.

Carlton has been owned by National Express Holdings since July '89. Dixon claimed: 'The worst of the old stock has now gone. We have raised the image of our present stock, currently standing at less than £1 million.'

Vendors may withdraw vehicles at any time, but an additional weekly charge of £30 is applied for each additional week after the first 28 days.

Leyland wins huge Hong Kong order

LEYLAND Bus has won a £12 million order for 50 Alexander-bodied three-axle Olympian double-deck coaches for Citybus of Hong Kong, with an option on 25 more.

All will have air conditioning and 94 seats and join 28 similar vehicles already being delivered to the company for high frequency commuter routes into Hong Kong. They have the standard Cummins L10/ZF automatic transmission driveline.

Nostalgia Corner

THIS is one of two photographs received from Bert Appleyard of Blue and Ivory Coaches, Leeds.

Bert discovered them while sorting out paperwork following his retirement. He recalls: 'The Bedford OB/Plaxton LUB 564 was the starting coach of our business. Bought new in 1948 from Plaxton's at the huge cost of £1,750.

' The Leyland PS1 with Burlingham body was bought about a year later from Robin Hood at Nottingham. About the same time we bought the twin to LUB and this was later traded in for a Bedford SB with Plaxton 36 seat body, which came from Blue Band Motors at Lockerbie.'

Bert said the drivers christened this 'The Major'.

Group gets a guiding hand

GREENWICH Council's tourism section last week put a group of guides through a coach training course by Coachmart contributor Verite Baker.

The guides, members of the Greenwich Tour Guides Association, already provide walking tours in the borough, but wanted to acquire coach guiding techniques so they can operate through a wider part of the borough.

Sealink heat is won by 'French-man'

EDDIE French, of Chartercoach, won the second heat of the Michelin Coach Driver of the Year competition held at the Sealink ferry port at Harwich.

He now goes forward to the final with second place man David George, of Layston Coaches, Ray Hall, of Grey Green, and the first woman finalist Jackie Cole, of Kenzies of Shepreth.

The final which will be held as part of the Sealink British Coach Rally at Southampton on April 28 and 29.

The drivers will compete with four other finalists from the Stranraer heat and four from a heat held on the Saturday of the rally weekend.

The winner of the final on Sunday April 29 will receive a new Metro Clubman car.

Entry details for the rally, including the Michelin Coach Driver of the Year and the Coachmart Coach of the Year, are available from the Sealink British Coach Rally at Bolas Bridge Cottage, 26 Great Bolas, Shropshire TF6 6PO.

WHAT'S ON? SUMMER

Narracott Grand HOTEL WOOLACOMBE, DEVON

Various weeks available due to cancellation

Superbly situated seafront hotel with 3 star leisure facilities including large ballroom, indoor heated swimming pool, snooker, badminton, squash, sauna & solarium. All 100 rooms with en suite facilities, TV etc. 7 night evening entertainment in season.

Tel. (0271) 870418

(6903/HO/80)

SHEDDEN HALL HOTEL TORQUAY

Two Star family run hotel. 27 bedrooms, mostly en-suite. 200 yds sea-front, close to theatre. English Riviera centre. Television, tea & coffee making facilities in all bedrooms. Entertainment, coach parking. Still some 1990 vacancies.

CALL JANET KNIGHT ON 0803-292964

Also bookings for 1991 being taken.

(8356/W90)

FAIRBOURNE AND BARMOUTH STEAM RAILWAY

Award winning railway featuring replicas of famous narrow gauge locomotives hauling period style timber coaches.

The Butterfly Safari, at Fairbourne, contains free-flight tropical butterflies (stocked from May 6th) and birds. Unusual animals are within, such as racoons, ring-tail lemurs and leopard cats.

GALA WEEKEND July 14 & 15

For further details please contact:

General Manager, Fairbourne & Barmouth Railway, Beach Road, Fairbourne, Gwynedd LL38 2PZ. Telephone 0341 250 362. Recorded information 0341 250 084

HORSE DRAWN TRAM (only one in Wales)

Train services from April 12th to September 21st

CLOSED SOME SATURDAYS

BEAULIEU

BLENHEIM PALACE

BROADLANDS

CASTLE HOWARD

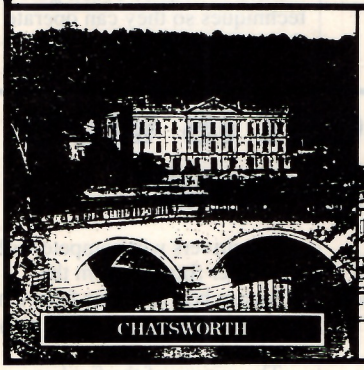
Eight of the country's most celebrated and historic houses, all with outstanding architectural features, priceless collections and a variety of unique attractions. Most are still owned and cared for by the noble families who have lived in them for generations, and all are set in acres of beautiful parklands.

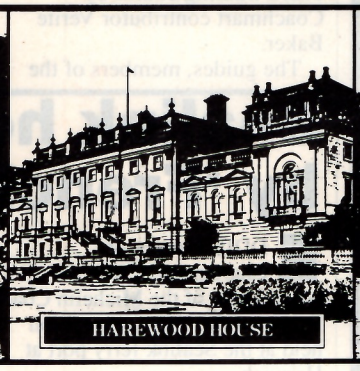
With so much to offer, and generous discounts for groups, these splendid houses provide a visit of unrivalled interest and value for money.

For more information on all eight Treasure Houses simply contact Lesley Ann Harnett, Dept CT, John Montagu Building, Beaulieu, Brockenhurst, Hampshire, SO42 7ZN or phone any of the individual numbers listed.

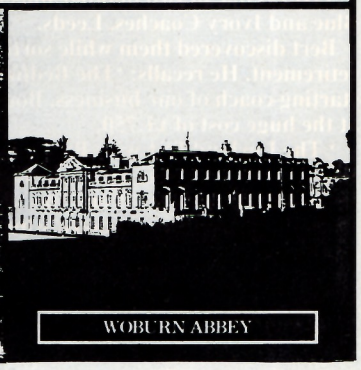
TREASURE HOUSES

BEAULIEU (Hampshire) (0590) 612345.
BLENHEIM PALACE (Oxfordshire) (0993) 811325.
BROADLANDS (Hampshire) (0794) 517888.
CASTLE HOWARD (North Yorkshire) (065 384) 333.
CHATSWORTH (Derbyshire) (024688) 2204.
HAREWOOD HOUSE (West Yorkshire) (0532) 886225.
WARWICK CASTLE (Warwickshire) (0926) 495421.
WOBURN ABBEY (Bedfordshire) (0525) 290666.


CHATSWORTH


HAREWOOD HOUSE

WARWICK CASTLE


WOBURN ABBEY

WHAT'S ON? SUMMER

Redbridge

VALUE FOR MONEY WHILE MAINTAINING HIGH STANDARDS OF ENGINEERING

Capacity List:
- 80 Engines per month
- 120 Semi Auto Transmissions per month
- 80 Diffs/Axles per month
- 40 Manual Transmissions per month

- Almost 1 million pounds of stock & core units at our 2 warehouses
- Ex stock availability
- Emphasis on quality
- Lifetime warranty on differentials (Except VR Series)
- Excellent after sales service
- All engines dynamometer tested
- Minimum 12 months warranty
- Full machine shop facilities
- We welcome factory visits

OUR PRICES REMAIN COMPETITIVE BY HIGH EFFICIENCY & PRODUCTIVITY. NOT REDUCTION IN QUALITY

NORTHERN AREA **0924 369946** **West Yorkshire**
SOUTHERN AREA **01 561 7566** **Heathrow**

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MCW
VOITH

ENGINES
SEMI AUTO GEARBOXES
REAR AXLES
MANUAL GEARBOXES
HYDRACYCLIC GEARBOXES
FLUID FLYWHEELS
MITRE BOXES
DIFFERENTIALS
FUEL INJECTION PUMPS
ANGLE DRIVES
COMPRESSORS

NO CHARGE NO SURCHARGE

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Coach Industry Suppliers Association

NATIONAL COACH *Rally*

APRIL 21st-22nd 1990

Come and Join us – at the Rally that really matters!

For further information contact
EDITH BEARSHAW Tel: 0942 47305

Hughes DAF

PLAXTON COACH & BUS

VANHOOL

Duple International

OPTARE BUS MANUFACTURER

Superb Selection **NEW DAFS** Superb Quality

Hughes DAF - PLAXTON

Available from stock or to your specification.

- DHTD, DHS, SB 3000 rear engine with 3200 low driver and 3500 coachwork.
- MB 230 with 3500 coachwork.
- DKZ SBR double deck coachwork.
- Choice of 1 star through to 5 star specification.

Hughes DAF - DUPLE

Available from stock or to your specification.

- DHTD, rear engine with 320 SL Plus coachwork, 57 reclining seats, curtains, carpet or 53 reclining seats with rear toilet.
- DHS rear engine with 340 SL Plus coachwork, 57 reclining seats, centre continental door, curtains, carpet or 53 reclining seats with centre sunken demountable toilet.

AVAILABLE NOW

3 YEAR DRIVELINE WARRANTY WITH ALL NEW DAFS

Choose from our selection of Quality Used Vehicles

Hughes DAF - VAN HOOL

Available from stock or to your specification.

- DHS, SB 3000 rear engine with Alizee 'H', 'DH' and Super High coachwork.
- MB 230 mid engine with Alizee 'H' and Super High coachwork.
- DKZ SBR Astrobel double deck coachwork.
- Comprehensive specification includes, 51 reclining seats, demountable toilet, double glazing, etc.

Hughes DAF - OPTARE

Available from stock or to your specification.

- SB 220 rear engine with 'Award Winning' Delta Bus body.
- Choice of 4 or 5 speed automatic gearbox with integral retarder.
- Choice of coach, dual purpose or bus seating.

Hughes DAF HIRE

SHORT OF VEHICLES FOR PEAK PERIODS?

WHY NOT HIRE COACHES LIKE THIS BY THE DAY, WEEK, MONTH OR YEAR?

- UNDER YOUR CONTROL
- WITH YOUR DRIVERS
- WITH YOUR QUALITY OF SERVICE

Hughes DAF

VISIT OUR SHOWROOM

Lodge Garage, Whitehall Road West, Cleckheaton, West Yorkshire, BD19 4BJ.

FOR FULL DETAILS TELEPHONE: *0274 681144*

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